Paris, Monday, January 31, 1994

China Leaders Face Tough Choices That May Threaten Party

By Patrick E. Tyler New York Times Service

BEIJING - Under enormous pressure from: the Clinton administration, China faces a series of decisions that could result in greater freedom of expression and guarantees of basic human rights that Chinese leaders have long considered a potential threat to the survival of Com-Already, there seems to be a new surge of

democratic activity.

Late Wednesday, 11 dissidents daringly signed a two page statement calling for the elease of Qin Yongmin, a young pamphleteer

NEWS ANALYSIS

dispatched by the Public Security Bureau last month for two years of hard labor. His crime was urging nonviolent political change in a peace charter" written in November.

He joins thousands of others still imprison in China for the nonviolent expression of their political and religious beliefs. In his absence, his colleagues have vowed to continue speaking

Wei Jingsheng, China's most famous democracy campaigner, who emerged last fall from 14 years in prison, carried on a one-man freespeech movement this week by giving interviews to foreign journalists on democracy is-sues despite threats by the secret police to-

These stirrings are expected to grow. The pressure to open the system up still further has come from President Bill Clinton's threat to cancel China's low-tariff access to the U.S. market unless Beijing makes "overall sig-nificant progress" in human rights, including freedom for significant numbers of political prisoners and Red Cross access to labor chaps

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and detention centers. The administration also wants China to loosen its emigration restrictions, stop jammi

BEHING - China banned construction

projects for a year as part of its escalating war on inflation, although it said it would allow

transportation and telecommunications pro-

jects, the official press reported Suiday.
A stitlement issued by the State Council,
China's cabinet, also encered a freeze on
loans to nonstate projects, the closure of

projects without approved sources of funds and heavier guidance for foreign investors, People's Daily, the party newspaper, said. In order to prevent further expansion of

construction scale, in principle there will be no new construction projects approved this year," the statement said.

Analysis said that would not stop building

of railways, power stations and raw materials

plants already approved in the state plan. But they say it could stem the building of cleo-

tronics plants, hotels and retail completes,

Bosnia Enclave

By John Pomfret

SREBRENICA, Bosnia-Herzegoviua

has tried since November to persuade the Serbs to permit a company of Dutch replacements.

In the first visit here by journalists in more

than three months, two Western reporters

found Srebrenica living a netherworld existence

between war and peace. There is no offensive

against the enclave, but on a typical day, about 100 shelling or shooting incidents break the cease-fire. Two weeks ago, nine Scrittan shells

See SIEGE, Page 4

Newsstand Prices

Andorro 9.00 FF Luxembours 60 L Fr

150 Canadian infantrymen.

to block the transfer.

In the Grip of

To Cool Inflation, Beijing

Bans Building Projects

news broadcasts and come to terms ment in Tibet.

Top officials, including President Jiang Ze-min, have said China is "going to make an effort" this year to respond to Mr. Chinton's

if carried through these decisions will dis-prove the conventional wisdom that China's leaders are paralyzed with indecision as they await the death of the senior leader, Deng

It is too early to say whether China will expand on the initial steps it has taken or promised in recent meetings with Secretary of State Warren M. Christopher and other Ameri-

But if China-complies with the U.S. demands, the relaxation of freedoms could well reinvigorate the democracy movement that has been dormant in China since it last erupted in the spring of 1989, only to be crushed in Tian-

Interviews with China scholars, Western diplomats and economists suggest that the next few months are critical to determining the fuure course of politics.

By threatening to force open China's closed and intolerant political system, Mr. Clinton has confronted the country's leaders with a dilem-

Cancellation of China's favorable trade sta-tus could result in a painful setback for its remarkable economic expansion, although such move would also hurt U.S. businesses that have been eager to invest in China.

But if China accepts the human-rights challenge, its Communicat leaders may set them-See RELIING, Page 4

A look at the ups and downs of four foreign

basic facilities to the limits. These projects,

however, usually offer better returns on capi-

Late Sunday, in a report monitored in Hong Kong, the official Xinhua press agency said China would "continue to inject a large

amount of funds in key transport and tele-

Figures just made public by the State Statistical Bureau show the building boom con-

timued unabated last year despite repeated

Investment in fixed assets last year totaled

\$136 billion, an astonishing 58 percent increase over 1992, with rises in the provinces

of Zhenang, Fujian, Guangdong, Guangxi and Haman — all on the south and cast

coasts - double or nearly double the previ-

See BUILDING, Page 4

communications construction projects.

attempts by Beijing to curb it.



Yasser Arafat and Shimon Peres approaching the podium at the World Economic Forum on Sunday to announce an accord was near.

Hosokawa Victory: Still Long Way to Go

By Paul Blustein

TOKYO - Now that Japan has made its political system more democratic and less prone to corruption, it stands a better chance of making its economic system more open, consumer-driven and import-friendly, analysts say.

The approval on Saturday of sweeping anticorruption and electoral reform measures. many analysts say, could mark an important step toward achieving the sorts of changes in Japanese economic policy that the United

Sinn Fein, the political wing of the Irish

Republican Army, permission to attend a New York conference this week on North-

ern Ireland, a Clinton administration offi-

cial said Sunday.

The official said strict ground rules have

States and some of Japan's other trading partners have been boping for.
But the millennium is still a long way off.

Fundamental change in Japan's economy will take many years, if it ever comes at all. In

NEWS ANALYSIS

the near term. Tokyo may actually become a source of greater frustration than ever for the Clinton administration.

miles (40 kilometers) from New York City.

and cannot engage in "direct or indirect fund-raising," the official said.

Page 5.

Kiosk

WASHINGTON (Reuters) — The United States has granted Gerry Adams, bead of only 48 hours, may not travel more than 25

Bridge

U.S. Will Admit Head of Sinn Fein

in the longer run, however, the poblical reforms are a helpful and probably necessary

precursor to major shifts in policy long sought by Washington in its efforts to increase Japa-nese imports of goods and services from abroad.

These shifts in policy include putting a higher priority on the interests of consumers, reducing pureaucratic interference and control, and lowering barriers and regulations that protect pow-triul industries and interests.

James Fallows, author of a recently pub-lished book on Japan, who has voiced deep skepticism in the past about the nation's capacity to transform itself, said enactment of the political reforms "can be regarded as a step forward for the U.S., both in its Jeffersonian mode of wanting to promote democracy world-wide, and its Mickey Kantor mode." Mr. Kantor is the U.S. Special Trade Representative.

What Mr. Fallows and others find most See JAPAN, Page 4

Arafat Sees Israel-PLO Blueprint 'Very Soon'

Both Sides Are Upbeat After Talks in Davos on Carrying Out Peace Plan

By William Drozdiak

Washington Post Service
DAVOS, Switzerland — Yasser Arafat, the PLO chairman, said Sunday after marathon talks with Foreign Minister Shimon Peres of Israel that the two sides expected to achieve a detailed blueprint "very, very scon" on how to carry out their historic peace plan.

Following eight hours of tortuous negotia-tions at this Alpine ski resort, Mr. Peres and Mr. Arafat told a gathering of world business and political leaders that the negotiators boped to reach a final accord soon. That agreement would clear the way for Israeli military withdrawal and putting into effect Palestinian self-rule in the Gaza Strip and in the West Bank

As if to underscore the serious nature of their intentions, they quickly returned to their hotel with their delegations Sunday night in an effort to surmount the last obstacles. Participants said they were eager to wrap up the deal before Mr. Peres leaves Monday on a scheduled weeklong trip to the United States.

In their joint appearance at the World Economic Forum, the two men displayed a warmth and understanding that Israeli and Palestinian officials said had blossomed remarkably during their encounters last week in Oslo and now in

Here in the setting of Thomas Mann's novel, Mr. Peres said, "We both look out in the morning on the Magic Mountain, knowing we must also negotiate its slippery heights" represented by the "worries, suspicions, harreds and blood

Mr. Peres praised Mr. Arafat for making "a supreme effort to bring our two peoples together in the domain of peace and hope." He said after decades of enmity, Israel was now determined to make the Palestinian story one of "good neighborhood, peace and hope for the

coming generations."

Mr. Arafat surprised observers when he applauded as the U.S. undersecretary of state for economic affairs and agriculture. Joan Spero, called for Arab states to abandon their boycott of suppliers to Israel. She called the boycott "a remnant of the past." It was believed to be Mr. Arefat's first public gesture of support to re-

seind the embargo.

The Palestinian leader said be felt touched by what be perceived as a sincere desire by Mr. Peres to achieve "a lasting peace for the sake of our children and that of future generations." He expressed confidence that " jump all the gaps" so that a final agreement could be signed in Cairo soon. In the wake of a breakthrough pact on multi-

al recognition that was conceived fluring

See ACCORD, Page 4

Organized Crime Clutches New Russia by the Throat

By Celestine Bohlen

New York Times Service MOSCOW - While most Russians are not surprised to bear that criminal gangs seem to be taking over the country, a top-level government report has laid out their reach in stark terms. Organized crime has Russia by the throat, squeezing the life out of the fledgling private sector and holding the government itself hos-

The report, prepared for President Boris N. Yeltsin, says 70 to 80 percent of private enter-prises and commercial banks in major cities are forced to pay a tribute of 10 to 20 percent of their turnover to organized crime.

The report estimated that such crime through payoffs, kickbacks, debt collection, money laundering or monopoly pricing - accounts for about a quarter of the inflation rate, which last year averaged 20 percent a month. In a five-page summary, published last week in the newspaper Izvestia, the report gave a glimpse of the collusion between criminal gangs

and local law enforcement. In Tver, north of Moscow, the report said, police officers tip off local gangs when a vehicle with valuable cargo passes by a checkpoint, and entrepreneurs have to get the gangs' permission

to open a store or a restaurant. Outside Kazan, racketeers have begun to extort payoffs from farmers. In St. Petersburg, the report estimated, there is an army of 10,000

full-time hoodlums, of which 500 are considered hardened criminals. There is no doubt that the heads of Russian

organized crime are gathering detailed dossiers on all top-level officials and politicians." said the report, which was prepared by the Analytical Center for Social and Economic Policies.

Describing the pervasiveness of the problem, the report continued: "The situation in our country differs from the situation in Western Europe and the United States. There, organized crime controls only 'criminal' activities like prostitution, drugs and gamoling. In our coun-

try, it controls all types of activity.

This conclusion echoes other reports by Russian officials about the spreading tentacles of free-wheeling criminal organizations, some of which are said to have links with the West.

Alexander Gurov, who heads a research and development institute at the Interior Ministry, recently said at a business conference that organized crime has infiltrated Russian banks by hlackmailing, threatening and, in at least a dozen cases, killing bankers to gain access to

their books. Loosely regulated banks have been used to launder and embezzle money from state and commercial accounts, with losses running in the hundreds of millions of dollars, the Interior

Ministry says.

Local business executives say racketeers get

See RUSSIA, Page 4

After Austrian's Downhill Death, Fiancé Faults Officials Over Safety sures were in place and that they did not feel the chief race referee. Kurt Hoch. He said those

Last week, the UN socretary-general Burnes. Butros Ghali, signaled his readiness to autho-tize air strikes against the Serbs if they continue GARMISCH-PARTENKIRCHEN, Ger-- Ulrike Maier's fiance strongly criticized ski officials Sunday for what he said were

insufficient safety measures, and indicated that the family planned to sue for damages.

slammed into a timing device and broke her neck during a World Cup downhill race Saun-day. She died in a nearby hospital two and a half hours later.

The state prosecutor opened an investigation Similary into Majer's death and examined the scene of the crash.

Helmut Schweighofer, a policeman who had been Maier's long-time boyfriend, broke into teats when he visited the spot with his father

carry her to her grave."

and the family lawyer. Schweighofer and Ulrike ternational Ski Federation. "It may save anoth-

"They only talk about improving safety but they never do anything," he said. "I can't un-"We were planning to get married in Septem-er," Schweighofer said, "and now I have to derstand that the timing post was padded only "It won't bring Ulli back but I intend to fight with straw." FIS," he added, referring to the governing in-

Local organizers said the usual safety mea-

that they could be held responsible for Maier's

The timing device, which registered the intermediate times of the racers as they hurtled down the run, was padded with straw-filled sacks, about 50 centimeters thick, according to

any downhill in the world," said Hubert Ostler, head of the organizing committee.

He said that the inquiry, by the Munich state prosecutor, was routine in fatal accidents and that he expected the family to sue. "But we assume we cannot be held responsible for anything." he said.

"It could have happened at 50, 60 spots on

were "the normal safety measure."

Maier, a 10-year veteran of the World Cup circuit, was racing down the 2,865-meter Kan-dahar course at about 100 kpb (60 mpb) when she hit a patch of soft snow about two-thirds of the way down. She lost control of her right ski. hit the timing post with the back of her head, which knocked off her belmet, and tumbled uncontrollably down the hill, appearing to be hit by one of her skis that had snapped free.

Race emergency workers were quickly at her side. They administered mouth-to-mouth resus-

See SKI, Page 19



have a 4-year-old daughter, Melanie

World Cup organizers, who defended their safety measures, said the accident that killed the Austrian skier could have happened on any downhill course in the world.

Maier, 26, the two-time women's super-giant sistem champion, swerved out of control,

GRENOBLE, France - Nine people, five

of them British doctors on vacation, were

killed over the weekend in avalanches in the

The Britons were in a group of seven,

including a French ski instructor-guide, who were swept off a high ridge in the Val d'Isère

area on Saturday, the police said. They had

French Alps, officials said Sunday.

9 Killed, 1 Missing in French Alpine Avalanches gone for a daylong cross-country trek.

All in the group were killed except one
Briton, who managed to dig himself out of

the snow and was rescued after spending the night in the open, the police said. In a separate accident, one man was killed and another was missing after their ski slope maintenance vehicles were swept into Lake Mont Cenis before dawn on Sunday.

Also killed in separate avalanches were a French ski instructor, near Courchevel, and a German skier, who died in a Chambery hos-

Mountain rescue authorities warned skiers to avoid high-altitude cross-country skiing, saying recent snow was too loose and further avalanches were possible.

Q &A: A Banker's Prescription for Europe and Japan

Thomas G. Labrecque, the chair-man of Chase Manhattan Corporation, has been the driving force behind the restructuring of the bank, and an advocate of dramatic change by companies in Europe and Japan. He spoke with Alan Friedman of the International Herald Tribune at the World Economic Forum in Davos, Switzer-

Q. The U.S. economy ended 1993 with a strong 5.9 percent growth rate in the fourth quarter, but continental Europe and Japan remain mired in recession. What are the essential steps needed to get the European and Japanese economies moving again?

A. Too many people in the developed world are looking at this recession as a normal economic cycle. It is not a normal cycle. It's a secular change. In the United States we achieved recovery over the last three years without any fiscal pumppriming, but with a gradual relaxation of monetary policy that was not inflationary. At the same time American companies engaged in dramatic restructuring to ing.

become competitive again. I think Europe and Japan are facing the same challenges we did and will have to take simi-

Q. Here at the Davos conference we have heard different views about the need for Europe to cut interest rates faster. Hans Tietmeyer, the Bundesbank presi-dent, rejected the idea of any rapid easing of monetary policy. What is your view?

A. My sense is that Alan Greenspan and the Federal Reserve did a good job of lowering rates. I would be more inclined to let European interest rates come down further, with a downward glide path for short-term rates. There appears to be room for another bundred basis points of reductions, and it is important to keep

Q. The Bundesbank in particular is worried about rekindling inflation by cutting rates too quickly. Is that a valid

A. I am not concerned about the inflanon problem. But I would point out that reducing interest rates is no good without contemporaneous corporate restructur-

[4] transport plane,

Delta preferred to operate.

Somalia mission sbortly after an ambush on June 5 that left 24 Pakistani soldiers dead in Mogadishu,

followed the next day by a UN Security Council resolution to apprehend "those responsible." On June

17, the UN operation in Somalia issued an arrest order for the chief suspect, General Aidid, who went into

The warning order to Delta Force, according to army sources, was routed to Major General William F. Garrison, commander of the Joint Special Operations

Command at Fort Bragg, North Carolina, after con-

sultations between General Wayne A. Downing, over-all commander of U.S. special operations, and Gener-

al Joseph P. Hoar, whose Central Command had responsibility for U.S. forces in Somalia.

Delta's initial plan, code-named "Caustic Brim-stone," called for a relatively small force of 50 com-mandos to be deployed to Mogadishu on a single C-

By August, in a plan code-named "Gothic Serpent," the proposed force included about 130 commandos

from Delta's C Squadron, a Ranger company and 16 helicopters from Task Force 160, the army's special

operations aviation unit. After four American soldiers were killed in Mogadishn by a command-detonated

mine on Aug. 8, these 400 troops, collectively dubbed Task Force Ranger, were ordered to Somalia by Mr.

Clinton. Delta's participation remained classified.

To track General Aidid, the Central Intelligence

Agency had about 20 principal Somali agents operating in the city, along with a wide network of lesser informants, according to military sources.

Most of these agents seemed to work only during

the day, however. Apparently afraid to venture into

Mogadisbu's dangerous streets after sunset, they rare-

provided "actionable intelligence" at night, when

On Sept. 7. frustrated by the paucity of useful

intelligence, General Garrison authorized Phase

Three broadening the hunt to include "Tier One targets," as General Aidid's six lieutenants were

Delta commandos would storm the target building:

Rangers would ring the target for security, and beli-copters would loiter overhead to control crowds and

provide fire as needed. Variations were adapted in an

attempt to keep General Aidid's militia off-halance.

such as launching some missions at night, while others

went in daylight. Task Force Ranger frequently sent

bogus "signature flights" from the airfield to mislead

Such efforts tried to compensate for the loss of strategic surprise, usually Delta's most vital asset. Despite attempts to vary the missions, a pattern had been established before Oct. 3.

General Aidid's Somali National Alliance militia

had been developing a template of its own. South Mogadishu had been carved into 18 military

sectors, each with a duty officer on alert at all times. A

crude radio network tied them together. Although UN

Q. How far ahead of Europe and Japan is the U.S. economic cycle?

A. I would say at least two years. In 1990 and 1991 every U.S. economic projection was that we were just about to come out of recession and move into recovery within two or three quarters. But it took two and a half years.

Q. What then are the lessons Europe can learn from the American experience? A. Since the middle of 1990 we at Chase have reduced our work force by 25 percent and boosted revenues by 35 per-cent. Big American industrial companies have been cutting their staff numbers, too. We are talking about dramatic change here, about the need for less people at all levels, including middle and upper management. There is no way for Europe and levels to savid expendicing Europe and Japan to avoid streamlining and dramatic corporate restricturing.

Q. Yet many in Europe contend there are more structural problems, and more social resistance to massive job cuts. How do you respond to this?

A. There certainly are differences in terms of the safety net and the historical structure in Europe. But the rest of the

Q. Has that level of understanding been reached in Europe? A. On balance I don't think the consensus has been reached. I still see people trying to find short-term solutions. There are still too many people who think they don't have to change. The comment that Europe has more structural problems may be true, but that doesn't change the reality. And the Europeans and Japanese don't always want to hear it. It's a diffi-

cult message.

Q. On Friday, Bank America Corporadon agreed to buy Continental Bank of Chicago for \$1.9 hillion. What is the significance of the deal?

A. What is going on is that the American financial services industry is continuing to evolve, to take out excess capacity. You're going to see more mergers, more acquisitions and more consolidation. The BankAmerica deal is an example of this process, although it will be done in three different ways. Some deals will result in

world won't wait, and restructuring can 1 wholesale-oriented banks like J. P. Morbe done half way. The Europeans can be as innovative as anybody if they underer finance companies, and then you will see the purely regional banks. The U.S. banking system is now competing with all aspects of financial services.

> Q. Among the major topics of discus-sion here at Davos is the parlous state of the Russian economy. Citicorp, your compensor, recently opened a full branch operation in Moscow. What are Chase Manhattan's plans?

> A. We have a branch license and we will convert our representative office to a full branch this spring. But I expect to grow slowly in Russia and mainly serve our American customers there, along with some project finance.

> Q. Have political developments in Russia and the apparent setback in reform efforts given you reason for con-

A. Anything that sets back movement toward a market economy and the drive to reduce Russian inflation hurts. We are trying very hard to convince the Russians to move faster toward a market economy. and f think we might get there.

pound with a book of aerial photographs and a de-scription of the mission, "Bill," General Montgomery

told General Garrison in a quick phone call to the airlield, "that's really Indian country. That's a bad

General Garrison knew that. For the first time, he

had ordered his AH-6 Little Bird attack helicopters to

carry rockets as well as machine-gon amountation and

to shoot threatening Somali gummen rather than give

the streets around the building. As Delta troops

their UH-60 Black Hawks and established blocking

positions around the compound's four corners.

Delta troops marshaled the Somali prisoners—
including Mr. Awale, Mr. Salad Elmi and the terrified

Ahmed Warsame - in the courtyard. Because the

streets were too narrow to land the larger Black

Hawks, the Americans and their captives, known collectively as "PC," for "precious cargo," would be extracted by a 12-vehicle convoy.

A Delta officer radioed the C Squadron command-

But almost immediately another radio call sent a

chill through those listening. From the cockpit of the

Black Hawk designated Super 6-1 came a distress call

from the pilot: "Six-One's going down! Six-One's

NEXT: The 15-hour battle

er, a lientenant colonel, who was watching from a command and control belicopter overhead. "Hey,

boss, I think we've got the guys you sent us in for."

them a chance to surrender.

Atmosphere Tense in Crimea Vote

SIMPEROPOL, Ukraine (AP) - Voters in Crimea voted Sunday in presidential elections amid worries that a victory by a pro-Russian candidate could threaten Ukraine's unity.

The runoff election pits Yuri Meshkov, who is backed by political

WORLD BRIEFS

novements favoring unity with Russia, against a former Communication of the Russia and Personal to remain part of Ukraine. Crimea was historically part of Russia, and recent Western security studies have warned that ethnic tensions could lead to a collision between Ukraine and Russia. between Ukraine and Russia.

Political leaders in Crimea, home to a potentially explosive mix of Russians, Ukrainians and Muslim Tatars, are also concerned about the consequences of Sunday's election. Mr. Meshkov won 38.5 percent of the vote in the first round elections earlier this month, while Mr. Bagrov won 17.5 percent. Neither received the 50 percent needed for victory.

Berlin Protesters Stone Policemen

BONN (Reuters) - Left-wing protests in Berlin turned violent while policemen in Bonn banned a far-right rally called to mark the 61st anniversary of Hitler's rise to power, the German police said on Sunday.

Demonstrators took to the streets of Berlin over the weekend, throwing Demonstrators took to the streets of Berlin over the weekend, throwing stones at policemen and smearing buildings with paint in a protest against Germany's resurgent far-right groups and death threats from right-wing radicals. A Berlin police spokesman said two police officers were hart and four militant leftists were arrested on Saturday.

On Sunday, about 1,000 people answered a call from the reformed Communist PDS party, successor to East Germany's hard-line Communists, to protest against murder threats from neo-Nazi radicals against visitors to a reform office in a Bedin suburb.

visitors to a reform office in a Berlin suburb.

Mandela Calls for Peaceful Campaign

RUSTENBURG, South Africa (Reuters)—Nelson Mandela urged his African National Congress followers on Sunday to allow President Frederik W. de Klerk and his National Party in campaign freely in black

townships for the April elections. "I appeal to you not to harass him or members of his organization if they want to have meetings in our mwnships," he said. "I don't want that party, when they lose the election, to say they were unable to put their view to the public because of the activities of the ANC." He was speaking to about 6,000 people at a campaign rally in Rustenburg, in the western

Several attempts by the National Party and the predominantly white beral Democratic Party to hold township election meetings have been disrupted by angry youths. The hostilities prevented Mr. de Klerk from touring two black townships in the western Transvaal and western Cape

Cambodians Hit Khmer Rouge Base

PHNOM PENH (Reuters) - The Cambodian Army has started a campaign to capture a key Khmer Rooge base at northern Anlong Veng, but so far fighting is on a small scale, Defense Minister General Tea Bank

"This is not a big military operation — it's just troop movement to reconnoiter the geography," General Tea Banh said. He said government military activity around Anlong Veng had increased since the middle of Jamuary, but declined to say how close government soldiers had ap-

proached to Anlong Veng.

Anlong Veng lies 310 kilometers (220 miles) northwest of Phnom Penh, and has served as the Khmer Ronge's key northern headquarters.

Japan Reported Near Nuclear Status

LONDON (AP) - Japan has acquired all the parts needed to make a muclear weapon and may have built a bomb that requires only plutonium to be completed. The Sunday Times reported. The Ministry of Defense has warned Prime Minister John Major that North Korea's nuclear program may force Japan to abandon its nonnuclear stance, the newspa-

The risks were detailed in a paper to the Joint Intelligence Committee, the government's main security adviser to the cabinet. The Sunday Times said. Neither the Japanese nor the British government had any comment on the report. It says that Japan has bomb-making components including photonium and electronic triggers "and has the expertise to go nuclear

At 3:40 P.M., four MH-6 Little Birds swooped into

U.S. Troops Stir Anger in Colombia

BOGOTA (Renters) — Americans living in Colombia fear that they
could become targets for reprisal attacks by Marxist guerrillas lashing out against the presence of 150 U.S. troops in the country's southwest. Western diplomats say.

Americans are very worried about the possibility of guerrilla attacks on U.S. targets over the troops issae," a diplomat said. The State Department warned Americans this week against traveling to Colombia. "Recent attacks have been targeted against American citizens and American can institutions," it said.

The American soldiers arrived in Colombia in December on a training assignment to build a school, health clinic and road in the poor Pacific coast town of Juanchaco. But their arrival raised nationalist protest. Leftist politicians, union leaders and some newspapers have accused the Americans of planning covert actions against drug traffickers in Cali.

For the Record

Peter Leko of Hungary, 14, became the youngest chess grandmaster in history Sunday, finishing third in the elite Wijk aan Zee grandmasters

TRAVEL UPDATE

Snow Socks Greek Towns, Port Shut

ATHENS (AP) - Gale-force winds whipped through the Aegean Sea

ATHENS (AP) — Gale-force winds whipped through the Aegean Sea keeping ships in port on Sunday and snowstorms trapped scores of villages in northern Greece.

Winds reaching gale-force velocity in the Aegean forced ships to remain in port, leaving passengers on islands stranded. The cold weather caught many Greeks by surprise and sharply contrasted with the mild temperatures that Greece has been experiencing since November.

The snowstorms in the north left roads blocked to scores of villages. Extra snow removal equipment was sent to the areas. Many of Athens's northern suburbs were also blanketed with snow, making driving hazard-

AMMAN, Jordan (AP) — Bab-jat Talhouni, 82, who served as ing to its director, Dominique Aldury. She said that after 17 years and ten-

of thousands of visitors, it needs about \$68 million in repairs. (AP) Greek motorists hold the European record for road deaths, newspapers reported Sunday in Athens. The death toll rose to 2,002 deaths last year, up from 1,760 deaths in 1992. In around 70 percent of accidents, motorists had broken the law, according to a police survey of the Athens

Brune's state-owned Royal Brunel Airlines has bought two Fokker-50 regional propjets from the manufacturer to fly between Brunei and Malaysian and Philippine cities. (Reuters)

This Week's Holidays

Banking and government offices will be closed or services curtailed in the following countries and their dependencies this week because of national and religious holidays:

WEDNESDAY: Liechstenstein. THURSDAY: Mozambique. FRIDAY: Angole, Sri Lanks

SATURDAY: Burundi, Mexico, Tanzania

Sources: J.P. Morgan, Reuters.

U.S. Expedition in Somalia: The Making of a Disaster

By Rick Atkinson

Washington Post Service
MOGADISHU, Somalia — The beating blades swept in from the north churning great dust clouds that soon obscured the whitewashed gleam of the Olympic Hotel, 50 yards down Hiwadag Street from the target building. American soldiers leaped to the

ground and ran toward the side gate of the compound.

Ahmed Warsame had just finished his afternoon prayers when he heard the helicopters. The 44-year-old, Italian-educated economist scrambled to his feet and peered out the second-story window. The other Somalis in the room, all loyal followers of the fugitive Somali militia leader Mohammed Farrah Aidid, darted in panic toward the window and then down the

First of two articles.

stairs before being driven back by the approaching soldiers. It was 3:40 P.M. on Oct. 3.

Within 15 minutes, the assault was finished. A total of 20 Delta Force commandos in black body armor swept through the rooms, bellowing orders and shoving the Somalis together with their rifle butts. A soldier forced Mr. Warsame face-down onto the green tile floor and lashed his hands behind his back with plastic cuffs. Prodded down the stairs, he was herded

with 23 other captives into a courtyard. A Delta soldier spoke the word "Laurie" into his radio, giving the code that indicated all prisoners were secured. The Americans were ready to leave.

Yet, as the world soon learned, it was far from over. An additional 15 hours would clapse before the Americans would reach safety. By that time, 18 American soldiers would be dead and more than 80 wounded in a ferocious firefight with General Aidid's forces, Somali casualties would exceed 1.000. The American public, hardly aware the country was at war, clamored for an explanation. President Bill Clinton soon abandoned the manhunt for General Aidid and announced

the withdrawal of all U.S. forces by the end of March. lingering questions surrounding the flawed American expedition in Somalia, including the role of Delta Force, the successes and failures of U.S. intelligence in Mogadishu, and the fateful decisions on which so many lives hinged.

The articles also detail the Somali perspective: the strategic preparations by General Aidid's militia leaders and countermoves to U.S. military tactics.

Close examination of the mission suggests that virtually all American commanders underestimated

General Aidid's firepower.

The battle of Oct. 3 and 4 is a tale of miscalculation, bad luck and extraordinary personal valor by those in the fight. Those 15 bours contained the most intense combat by U.S. infantrymen since Vietnam, with consequences that immediately altered U.S. policy toward Somalia and are likely to shape American involvement in future foreign entanglements, either

under a UN banner or otherwise. Delta Force was alerted to begin preparations for a intelligence estimated that General Aidid had approx-



UNIVERSITY DEGREE RACHELORS - MASTERS - DOCTORATE The Associated Press For Work, Life and Acades two people were wounded Satur-(310) 471-0306 day when a bomb exploded under a passenger train from Georgia — the second rail blast in a week in an FAX: (310) 471-6456 Call or write for information of resume for Free Evaluation area populated mainly by ethnic Azerbaijanis. Armenia and Azer-Pacific Western University baijan have been at war for six

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William Levitt Dies, Mass Home Builder

NEW YORK - William Levitt. 86, the New York developer who built the prototype for the suburbs that would lure middle-class Americans out of cities by the millions after World War II, died of a progressive kidney disease Friday Manhasset, New York,

In 1947, he created Levittown New York, where in the next four years, his firm, Levitt & Sons, built more than 17,000 cheap, nearly identical 800-square-foot houses, which sold for as little as \$7,990.

The community's houses were

built much like cars on an assembly line. They were viewed by many as a modern marvel, a deliverance for Gls returning from war and other not have afforded suburban homes. To others, it was the insidious archetype of a dehumanizing world of uniformity. In Levittown's early years, some of its residents repaint-ed their houses in odd color combi-

nations to distinguish them from others in the neighborhood.

Still, Mr. Levitt was proud of his

innovations, which allowed his

houses a day on the design created out of suburban communities, creby his brother, Alfred.

pelled grenades bad been stockpiled.

further training in Italy in 1989.

can reinforcements.

hood, then drove on.

The tactical commander who would oversee the

Oct. 3 battle was a tall, mustachioed 45-year-old artillery officer who had commanded a brigade in the Somali army before throwing in his lot with General

Colonel Sharif Hassan Giumale had finished high

His concept was simple: Task Force Ranger ressed speed, so the militia had to react more quick-

school in Mogadishu in 1969, attended a Soviet mili-

tary academy in Odessa for three years and received

iy. The Americans' greatest technological advantage
— helicopters — had to be neutralized with barrage

fire using rocket-propelled grenades. The attacking force must be surrounded and its superior firepower

offset by sheer numbers and swarming persistence.

Amhushes and barricades would try to impede Ameri-

At 1 P.M. on Oct. 3, a Somali agent reported that

General Aidid's lieutenants would meet near the Olympic Hotel. The gathering would include two Tier One targets: Omar Salad Elmi and Mohamed Hassan Awale. Ranger planners began plotting the mission. A

Hughes 530 recomnaissance belicopter crew watched

with a telescopic lens as the agent indicated the target

building with a prearranged signal: He stopped his car, left the door open, raised the hood, lowered the

Shortly before 3 P.M., Major General Thomas M.

Montgomery, commander of U.S. forces in Mogadi-shu returned from a visit to western Somalia to find a

versal of the Detroit assembly bouses. It developed quick and line," he said in a 1989 interview. cost-efficient house-construction There, the car moved while the workers stayed at their stations. In prefabricated components. And its the case of our bouses, it was the building helped shape ways of livthe case of our bouses, it was the had ever done that before."

Mr. Levitt went on to other pro-jects and to fabulous wealth. In 1968, he sold Levitt & Sons to International Telephone and Telegraph for \$92 million. He lost much his wealth in the 1970s and 1980s in business deals gone sour.

Nonetheless, in 1985 Mr. Levitt and his father and brother, who were associated with him for much of his career, were called by a noted urban historian, Kenneth Jackson, the family that had the greatest impact on postwar housing in the

The company was an innovator in the design and construction of

relatively inexpensive single-family

ating immense - and, some critics What it amounted to was a re- said, monotonous - patterns of techniques, making much use of

A U.S. Army soldier saluting a colonel while leaving the country from the Mogadishu port on Sunday.

imately 1,000 militia "regulars," Aidid officials put the number at closer to 12,000. Hundreds of rocket-propound with a book of aerial photographs and a de-

workers who moved, doing the ing in the suburbs. same jobs at different locations. To Reuben Matters, 81, Creator the best of my knowledge, no one Of Häagen-Dazs Ice Cream DEERFIELD BEACH, Florida

(AFP) - Reuben Martus, 81, who sold ice cream from a horse-drawn wagon before creating the Haagen-Dazs name that became an international success, died of a heart attack Thursday while vacadoning

Mr. Mattus sold bomemade ice cream to small shops in the Bronx for 30 years before dreaming up the name Hängen-Dazs. He figured New Yorkers would buy ice cream with an odd-sounding name. The name, which meant nothing in any language, grew into a national promium brand before Mr. Mattus sold it to Pillsbury in 1983.

deteriorated to the point where it was just sweet and cold," he said recently. "Ice cream had become cheaper and cheaper, so I just went the other way." Bahjat Talbouni of Jordan,

82, 8-Time Prime Minister prime minister eight times between

1958 and 1970 and was considere a founder of modern Jordan, died Sunday, the government said.

Prime Minister Abdul Salam
Majali paid tribute to Mr. Talhouni, who also served as chief of the royal court. At the time of his death he was a member of the up-per house of parliament, appointed by King Hussein.

Zaireans Flee Troops

NAIROBI -- More than 800 Zaireans have fled into western Uganda to escape attacks by rampaging government troops, Ugan-dan officials said Sunday,

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NEW YORK — The overwhelming complexity of the tax system may be increasingly recognized in Congress, but specialists say simplification measures now on the table will probably be deferred as the proposed health care overhaul and the tax issues related to it fill the 1994 calendar.

A hill cleared by the House Ways and Means Committee last year and reintroduced this year would, among other things, simplify the treatment of large partnerships, subchapter S corporations and foreign taxes. This measure, sponsored by Dan. Kostenkowski, Democrat of Illinois and the committee chairman, is one of those at the mercy of larger forces," an aide said. But a failure of the bill to move along this year "should not be construed as an unfriendly

Still, the United States may ultimately be driven to an entirely different system. A tax on sales, or consumption, appears the leading candidate. Senators John C. Danforth, Republican of Missouri, and David L. Boren, Democrat of Oklahoma, are expected to introduce a proposal soon. It aims to eliminate the corporate income tax, cut payroll taxes and increase the standard deduction for individuals. It would also impose a single-rate levy on business activity. (NYI)

Not a Crisis, Dole Says, Just a Rad Problem

WASHINGTON—The nation's health care system has "serious problems" that need reform, but they do not qualify as a crisis, according to the Senate Republican leader, Bob Dole of Kansas. "I think we're making too much over whether this is a crisis or a serious problem," Mr. Dole said. "We don't want to get into a fight

serious problem," Mr. Dole said. "We don't want to get m to a right over whether there is a problem or a crisis."

Mr. Dole recently joined a growing number of Republicans who have questioned President Bill Clinton's premise that the health care system is in crisis and needs major change.

But in an interview with Kansas radio reporters, the senator said he wanted to shift the focus of the debate away from the refusal of Parablicans and points Themporates in Construct in the word.

Republicans and some Democrats in Congress to use the word "crisis" when describing the health care system.

He said that Republicans believe there are deep-rooted problems of access to health insurance and cost that must be solved. "I think

there's a universal feeling that we have to reform health care.

He nevertheless criticized Mr. Clinton's plan for prescribing "a massive overdose of government control," adding that it would raise

saxes and reduce the quality of care. - (LAT)

Either 'Buyouts' or Massive Federal Layoffs

WASHINGTON — At least four federal departments and agencies probably will have to lay off thousands of employees this year

unless Congress approves "buyons" to speed voluntary departures, according to government officials.

The Agriculture, Interior and Transportation departments, as well as the Office of Personnel Management, are the most at risk of layoffs, the officials said, primarily because of right budgets this

year.

The government still hopes to avoid such layoffs, but pressure to hold down payroll costs will continue into next year. The budget for fiscal year 1995, which is due out Feb. 7, will require at least three more agencies to reduce personnel levels, and Christopher Edley, associate director of the Office of Management and Budget.

During the presidential campaign, Mr. Clinton pledged to cut the federal work force by 100,000 employees by the end of fiscal 1995, He said it would be accomplished through attrition or voluntary departures. The work force reduction goal was increased by 152,000 last year after Vice President Al Gore completed a six-month performance review of the government.

performance review of the government.

But attrition rates throughout the government have fallen to historic lows, partly because of the recent connomic shump. In general, lederal employees appear fearful of taking their chances in the private sector when a number of major corporations are laying off workers.

(WP)

Quote/Unquote

Alexander M. Hais, former secretary of state, on the government's policy in the former Yagoshava: "When you make a threat and you do not do it, you loss tramendous credibility globally." (NYT)

Away From Politics

• The use of a high powered laser to literally blast holes in the heart is providing new hope for patients with severe coronary artery disease, researchers said. San Francisco Heart Institute pioneered the technique for those who have had bypass surgery and have no other treatment options. The holes allow blood to enter capillaries in the heart muttels according express and mutrients to tissues starved by heart muscle, providing oxygen and marients to tissues starved by blocked arteries. Pain was reduced in 91 percent of the 46 patients in a clinical trial, and mobility was increased in 76 percent of the cases. a The Coast Guard brought ashere 56 Haltians seeking political asylinm after intercepting their wooden boat off Miami Beach, a spokesman said. The Haitians were turned over to the U.S. Immigration and Naturalization Service and were expected to be detained to the detained over the continuous and their sendam claims.

tion and Naturalization Service and were expected to be detained pending a ruling on their asylum claims.

• A Judge has ruled that China's population control strategy is political persecution. Specialists said the decision by Judge T. S. Ellis 3d of U.S. District Court in Washington, in a political asylum case, could encourage a new wave of Chinese immigration and trigger more lawsuits for asylum.

• Two thirds of attacks against women are committed by someone they knew, according to a Justice Department survey based on 400,000 interviews from 1987 to 1991. It also found that injuries were almost twice as likely to occur if the attacker had been a lumband or boyfriend rather than a stranger. boyfriend rather than a stranger.

LAT. Resters, WP.

Taro finally got a reprieve after being held nearly three years.

White House Toughens Criteria for Peacekeeping Role But after the painful lessons of Somalia, Haiti and cials quarreled about financial and policical control of into in the administration

By Eric Schmitt New York Times Service

WASHINGTON - The Clinton administration has completed work on a policy to limit U.S. military involvement in international peacekeeping, according. to senior administration officials.

The policy, which prompted a major foreign-policy debate, sets minimum conditions for financing peacekeeping and for sending troops to join international missions that are far tougher than those that President Bill Clinton and his aides had discussed earlier.

Before Washington agrees to take part in an inter-national operation, the administration has to be satisfied that international security is threatened, that a major disaster requires urgent relief or that a gross

violation of human rights has to be addressed.

Another condition would be whether other nations would be willing to share in supporting an operation. American troops would take part only after those and other conditions had been met and, in most cases,

solely under U.S. command. The new guidelines, a product of a long review, are a sharp departure from the early days of the

dministration. Before his election, Mr. Clinton had called for the creation of a small permanent "rapid deployment

Bosnia in the last year and tempered by public opinion, Mr. Clinton has steadily pulled back from his

campaign comments. In recent months he has premised any U.S. military involvement in UN operations on an increasingly restrictive set of conditions, and the new policy re-

The United States plans to pull out all remaining troops in Somalia by March 31. The administration has defined its role in Bosnia in increasingly narrow terms, basically to help carry out a NATO commitment to use air strikes if necessary to open the airport at Tuzia to relief flights and to protect Canadian troops when they leave Srebenica, which is under siege

Washington could still agree to allow U.S. troops to wasmington could sun agree to allow U.S. troops to serve under foreign commanders, as they do cow under classie UN peacekeeping operations, but just case by case and when certain conditions are met.

"It's more likely that the larger and more complex

the operation, the less likely that U.S. troops will be placed under UN command," an official said. The main principles of the plan, known as a draft Presidential Decision Directive, have been largely in place since November. But high-level approval was delayed while Pentagon and State Department offi-

مكذا من الأصل إ

The agencies eventually agreed that if the United States contributed just financial aid or joined a classic peacekeeping operation, where troops monitor an agreement with the consent of all parties on the ground, the State Department would take the lead and foot the bills.

About 325 American troops now serve under UN command in Macedonia under such an arrangement The Pentagon would be politically and financially responsible for operations in which troops are permitted to use military might to enforce the peace like the U.S. effort in Somalia.

"The sticking point has been the funding issue, but all that is wrapped up now," a State Department official said. "After that it was just fine tuning to make

Senior administration officials said the policy was divided in these six sections: Guidelines for new UN operations and American

involvement in them. The command and control of such operations.

The roles of regional organizations.
Steps to improve UN management of

Once the administration determines that international security is seriously threatened or a disaster requires immediate aid, it would decide between two levels of involvement, helping to pay for a mission but

not joining it or sending troops.

If the mission called for a traditional peacekeeping role like UN forces' monitoring a cease-fire, Washingtoo would want to ensure that all sides agreed to the truce and that it was likely to hold.

If U.S. troops were part of an international army to impose peace on warring factions, the standards for participation would be much higher. Washington's security interests would have to be at stake, and

American troops hadly needed. The United States would have to be satisfied that its troop cootribution was sufficient to ensure the military effectiveness of the force. The operacoo would have to have broad support in Congress.

Washington would also require that estimates for the total numbers of troops, their cost and a plan to remove them be agreed to in advance of joining any mission. U.S. troops might serve under a foreign commander, but Washington would never surrender

Reno in the Mirror: Departure Of Deputy Reflects on Her

By David Johnston New York Times Service

WASHINGTON - Attorney General Janet Reno's decision to jettison her deputy seemed to be at least partly an attempt to answer rising criticism of her own performance by dismissing a high-ranking subordinate.

But whether the replacement of Philip Heymann, the No. 2 official at the Justice Department, will bring substantial improvement at an agency that has drifted indecisively through the first year of the Clinton administration is uncer-

Ms. Reno's aides said she had lost patience with Mr. Heymann's approach and was concentrating on finding a decisive, seasooed professional to succeed him.

But other officials at the Justice Department, who spoke on condition of anonymity, said some of the managerial problems at the department were cot entirely the fault of Mr. Heymann, who left Thursday. These officials say Ms. Reno has

seemed indecisive, losing focus hy taking on too many issues, hop-scotching from project to project and at times appearing to be strug-ling to manage the department. gling to manage the department, which has a staff of 90,000 people. The officials, including some

who say they hope she succeeds, insist that the public impression of Ms. Reno as the gutsy Florida prosecutor who took responsibility for the tear gas assault in Waco, Texas, last April is at odds with the But the range of votes on both panels failed to attorney general they see on dayr or to what to-day basis.

most serious charge of first-degree murder in the shooting of his father, while five did so on Erik's jury. There were 12 on each panel. Judge Stanley M. Weisberg of Superior Court scheduled a hearing for Feb. 28 at which he said he smelled schedules a convince within two months of the Must U.S. Offer Jobs to would schedule a new trial within two mooths of that The hrothers faced possible death sentences if convicted of first-degree murder. If found guilty of the least scrious count, they could have been free 2.3 Million? because of the four years they have spent in jail awaiting trial. The deadlock meant that they would

By Jason DeParle New York Times Service

Accounts by jurors oo both panels and by lawyers who interviewed them on Friday indicated that the 19 days of deliberation by Erik's jury and the 25 days WASHINGTON - President Bill Clinton's pledge to make welfare recipients work could require a much larger public johs program than previously acknowledged, ac-cording to a confidential paper that The sex of the jurors played a significant role in the The sex of the jurors played a significant role in the deliberations in Erik's case, lawyers for both sides and one alternate juror said, with five of the six men voting for first-degree murder and everyone else voting for lesser charges.

Kenneth Pearson, 44, the alternate juror, said "Most of the women felt he wasn't guilty. The men felt he wasn't guilty. is the subject of sharp dispute inside the administration. A preliminary estimate prepared

by the Department of Health and Human Services suggests that as many as 2.3 million people could be subject to the work requirements when the program is put into effect. To put them all to work would require three to four times the number of jobs the administraoon appears willing to create.

No one is contemplating a pro-

gram that large and expensive, and several government officials said the computer projection greatly exaggerated the problem. One official, giving what he called the first reliable estimates of

the work program, said the govern-ment would ultimately need to cre-ate 500,000 to a million jobs, an undertaking that is itself virtually unparalleled in the last half-centu-But other analysis have called

the estimate of 2.3 million a useful benchmark that illustrates the difficulty President Clinton faces as he struggles to fulfill a popular campaign pledge.
Mr. Clinton vowed last week 10

send Congress a bill this spring that would offer training opportunities for welfare recipieots and require those still on the rolls after two years to join a work program. The government would either subsidize private jobs or provide community service positions in the public sector. The jobs would probably pay

the minimum wage.

The president is under pressure to proceed with his welfare program, even though many in the administration fear that the move will bring a fractious congressional fight and may stall the debate over universal health care.

The paper suggesting the need for 2.3 million jobs has not circulated among most of the 32 members of the working group charged with drafting the welfare plan. It was discussed at a departmental meeting Jan. 14 and discussed by an official who opposes the work program, arguing that it could cost a lot of money without helping poor people.

cials say Ms. Reno works hard, but ing of local prosecutors and politi-has not yet mastered the transition cal leaders from New York. from Dade County prosecutor to

attorney general. Some lawyers contend she provides them insufficient guidance sists of quizzing them about lists of issues she has itemized on a yellow

Ms. Reno's aides said her deciwith a managerial style that con-

legal pad.

NEWS ANALYSIS

that went unsolved under 12 years of Republican control at the Justice Department.

These officials say her inexperience in federal issues and her late start as President Bill Clinton's third choice for the joh meant she third choice for the joh meant she Her decision followed weeks in third choice for the joh meant she faced a higger job than most cabi-

Carl Stern, a spokesman for the department, said Ms. Reno needs a strong manager as her deputy be-cause she spins off ideas and is pursuing a course that has made the agency busier than at any time since Jimmy Carter's presidency.

said. "There hasn't been this much going on since Griffin Bell," Mr. Carter's attorney general. Ms. Reno has also been distract-

ed by the time-consuming effort to assemble her team, particularly in crucial areas like the civil rights and covirooment divisioos, where Democrats had hoped the Clinton administration would make quick and solid advances.

At times, what Ms. Reno's aides interpreted as an elfort to r to public concern has been viewed by lawyers at the department as caving in to political pressure.

In one instance, Ms. Reno and her civil rights aides spent months reviewing whether to pursue a federal civil rights investigation in the killing of a rahhimical student in the Crown Heights section of Brooklyn, during riots there in 1991.

On the day she planned to an On the day she planned to an-

oounce that the department was dropping the case, she agreed to reevaluate her position at the urg-

that she was reversing her position again, and would convene a federal grand jury in the case. Her critics in the department said her twists and

Supporters of Ms. Reno say she oostrate that the government has faced a daunting array of issues would make every effort to bring

Accusations of indecisiveness also trailed her decision to appoint an independent prosecutor to investigate the Whitewater case involving Mr. Clinton's Arkansas real estate dealings. Her decision led to the appointment of Robert

which she dismissed the idea of bringing in someone from ontside to take over the Justice Department's investigation, saying that no one she named could be viewed as truly independent.

But she dropped her resistance after Mr. Clinton made the request. At least part of the aura of con-"This is a very active place," he aid. "There hasn't been this much complaints about Ms. Reno at the White House.

Some Clinton aides criticized her frequent speeches emphasizing the social dimensions of crime when Mr. Clinton has tried to strike a tougher tone.

2 Brazil Hospitals Face Inquiry in Baby Deaths

The Associated Press RIO DE JANEIRO - Thirtyfive oewborn babies died during the last two months of infection contracted at two hospitals in São Paulo, a Brazilian oewspaper re-

The maternity wards at the hospitals were closed for investigations, the Rio daily O Globo said.

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1989. But both juries remained divided over whether that crime constituted murder. The outcome was a qualified victory for the de-fense in a case in which the brothers admitted to the killings but claimed that they had acted in self-**AMERICAN**

intends to retry Lyle and Erik Menendez for the murder of their wealthy parents following a hope-lessly divided jury that said it was unable to reach a answer

"We have an ethical, professional, moral responsi-bility to go forward with this case as a first-degree murder case," Mr. Garcetti said after the judge declared a mistrial. "This may cost \$1 million. We

are seeking justice, and that is what we are going to

do, and be damned with how much money it is going

to cost."

Lawyers for both sides said the balance could tip

toward the prosecution next time, with prosecutors fully aware of the defense strategy and defendants

fully aware of the octanse strategy and determining out of money and emotional energy to make their case at a second trial.

The six-month trial of Lyle and Erik Menendez

left unresolved a tangle of legal, emotional and moral

The jury in the case of the older brother, Lyle, 26,

Both sets of jurors agreed that a crime had been

parents, Jose and Kitty Menendez, as they watched television in their Beverly Hills home on Aug. 20,

committed when the brothers shot and killed their

deadlocked Friday, two weeks after a separate jury deadlocked in the case of Erik, 23.

Lyle Menendez smiling as a mistrial was declared. At left is his attorney, Michael Burt.

Retrial Is Vowed in Parents' Murder

By Seth Mydans

defense after years of sexual and emotional abuse by their father. The prosecutors charged that the brothers father. The prosecutors charged that the brothers killed their parents to inherit their \$14 million

TOPICS

Don't Resell Confiscated Guns, Mayors Urge, Melt Them Down

Four big-city mayors, contending that municipalities that sell confiscated guns could be making the U.S. crime problem worse, have urged their colleagues to sacrifice money from gun sales and

melt the weapons down.

"It doesn't make sense for cities to be in the business of gunrunning," said the mayor of Phoenix, Paul Johnson. Joining him were Richard Daley of Chicago, Wellington Webb of Denver and Deedee Corradini of Salt Lake City.

Mayor Johnson said Phoenix reaped only about

\$100,000 a year from reselling guns. That meant to us maybe two additional police officers," he said. Is it worth the offsetting factors?

The four mayors were in Washington for the annual winter meeting of the U.S. Conference of Mayors. They said that many cities have gum meltdown programs, but the effectiveness is dilut-

ed when other government entities can come into city limits and sell weapons. Earlier this month, the U.S. government announced it would no longer allow federal agencies to sell guns to private dealers.

About People

Spencer Crew, 45, is the first black to become director of the Smithsonian Institution's National Museum of American History. An urban historian, he has been a member of the museum staff for 13 years, and acting director for the past year. Mr. Crew has a bachelor's degree from Brown University and a master's and doctorate from Ruigers. The museum draws about 5.5 million visitors a year. Exhibits include First Ladies' inaugural gowns, Dorothy's ruby slippers from the film "The Wizard of Oz" and Duke Ellington's records.

The former champion golfer Ben Hogan was asked by Nick Faldo, one of today's champions, the secret to winning the U.S. Open. Hogan relied, "Shoot a lower score than everyone else."

by Lyle's were emotional and, in Erik's panel, some-

answer the core question of whether or to what degree a history of child molestation can justify

particide. Only three of Lyle's jurors voted for the

Short Takes

remain in jail.

"Going to federal prison for the first time?" says the classified newspaper ad. "We will tell you what to expect and how to survive. Our consultants are graduates of the federal prison system." Frank Sweeney, who placed the ad, has spent much of his life in prison for swindling, mail fraud and the like. He says he has had 27 clients since November, the standard fee \$200. Mr. Sweeney, 50, works with standard fee \$200. Mr. Sweeney, 50, words with two fellow ex-convicts. Some tips: feign mental illness and get a private cell. Claim physical illness to get out of work; a cane helps. Ask to be put on a special health or religious diet, which is usually better than regular prison food.

New Jersey's "death-row dog" has been spared from execution by order of the oew governor. Christic Whitman. But she ruled that Taro, 2 5year-old Akita, must spend the rest of his life outside the Garden State. Officials had been flooded with appeals for clemency, including one from the French actress Brigitte Bardot. Taro had either bitten or scratched the lower lip of her owners' 10-year-old niece. They argued that the girl had provoked him. Taro had been impounded giri nau provoked min. Laro min been impounded since March 1991. Mrs. Whitman, in issuing her order, said: This has been going on long enough. It's time to move on." A reader asks Judith Martin, who writes the

syndicated Miss Manners column, if one should answer the telephone when playing cards with invited friends, or leave it to the answering ma-chine. The reply: "Why do you have an answering machine? Because you can't afford a butler, Miss Manners presumes. You certainly need something, if not someone, to avoid leaving your guests sitting around a table holding their cards helplessly and exchanging exasperated looks while you charter with someone who isn't even there."

Arthur Highee

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JAPAN: Reform Is on the Way, but Millennium Is Still a Long Way Off

Continued from Page 1

promising about the reforms is the increased likelihood that a system of two or three major parties will emerge, with at least one bidding for power by appealing to urban dwellers, consumers and other groups that feel their living standards have been sacrificed during Japan's post-war race to industrialize.

Up to last summer, the government had been controlled for 38 years by the Liberal Democratic Party, with its strong ties to industry, farmers, small shopkeepers and other interests. The current ruling coalition is a patchwork of eight smaller parties with widely divergent

agendas.

"What will happen in the long run is the creation of a major moderate party that represents mainstream citizens' values," Kuniko Inoguchi, a professor at Sophia University, pre-dicted. "It will be for the consumer, and for

The reforms help engender such an outcome by scrapping the rules under which electoral districts would send as many as four or five members of parliament to the Diet, or parlia-

Those old rules were widely criticized as anti-

democratic because they tended to make election campaigns devoid of policy debates. The incentives favored the practice of "money poliin which several Liberal Democrats tics," in which several Liberal Democrats would compete against each other for office by doling out favors to constituents and contribu-

Under the new rules, several important changes will take place. First, urban areas will get substantially more

representation than in the past, when rural districts have enjoyed a hugely disproportional oumber of seats.

Second controls on corporate campaign con-tributions will be tightened substanually, though this provision was watered down in a ast-minute compromise.

Third, and perhaps most important, the multiseat districts will be replaced with a system in which 300 Diet seats will be chosen from single-member districts, and the other 200 seats divided up according to the number of votes each party receives. Political scientists say they believe such rules give the existing parties the incentive to realign themselves into two or three big blocs, each one capable of winning control of the government.

Moreover, the new rules should gradually curb the phenomenon of powerful Diet zoku, or tribes, which join with bureaucrats to protect and influence key industries.

The resolution of the political reform issue also enables Prime Minister Morihiro Hosokawa to turn his attention to his long-cherished goal of scrapping regulations and curbing the enormous influence of the clite civil service.

The prime minister's initial forays against bureaucratic power have proven disappointing with a highly touted advisory panel handing in a list of ideas for deregulation that was widely criticized as lacking specifics. Many experts contend that bureaucracy's clout has actually increased under Mr. Hosokawa's regime be-cause of the political fragility and inexperience of the coalition.

Mr. Hosokawa and his allies have made no secret of their low esteem for the bureaucracy. The politicians have fought this battle among themselves over political reform and compromised," said Jesper Koll, chief economist at S.G. Warburg Securiues (Japan) Inc. and a former aide to a member of parliament. "Now the battle really begins — the battle between politicians and bureaucrass."



A Muslim woman and an armed escort in the Muslim cemetery in Sarajevo's Old Town on Sunday.

Nunn Is Urging Moderation on

WASHINGTON - Secator Sam Nunn, a leading foreign policy force in Congress, urged modera-tion Sunday in U.S. policy toward China, saying that nation's mostfavored-oation tradiog status should not be eliminated across the

Mr. Nunn, a Georgia Democrat who is chairman of the Senate Armed Services Committee, made the comment in a broadcast interview as he discussed security issues arising from North Korea's refusal to permit full inspection of its nuclear facilities.

"We need to keep the pressure on human rights," Mr. Nunn said. but I think using the total cutoff of MFN is too heavy a weapon. particularly when we have the other stakes in Northeast Asia, with

BELJING: Decisions Could Lead to Greater Freedoms

Continued from Page 1

selves on a path to extinction. The collapse of Communist rule, many Chinese leaders fear, could ignite

social chaos, even civil war. The fear of social chaos is oever far below the surface in their planning and thinking," said a senior Western official, who works closely with top leaders

on economic and development issues.

Between the extremes, a middle path for political reform in China seems possible, but it is seldom debated, since the Communist Party considers power-

sharing another form of suicide. Many economists say the key to China's uninterrupted expansion lies in the United States, where China sold as much as \$40 billion in goods in 1993, a phenomenal leap from \$2.5 billion in sales just 10

Thus, when the history of China at the end of the 20th century is written, it will have to be asked whether this group of colorless Communist cadres, the successors of Mao and Mr. Deng, nurtured or undermined the largest economic expansioo in China's history,

To protect this huge export market in America, China must change, Mr. Clinton says, and there are several basic questions about that change. First among them is whether the Chinese leadership can make tough decisions, or whether it is too paralyzed by factional rivalries as it awaits the death of Mr. Deng, who is 89 and in declining health.

The conventional wisdom for some time has been that China's leaders are seized by an abundance of political caution. This analysis holds that no leader wants to appear as having made concessions to the United States, especially on human rights or democra-

cy issues, for fear of losing out in any power struggle with hard-line factions after Mr. Deng's death. Two previous Chinese leaders, Hu Yaobang in 1987 and Zhao Ziyang in 1989, lost their jobs by showing sympathy for democratic reform.

But in the last several months, Chinese leaders seem to be paving the way for some major new decisions on

For the first time in 45 years, they have entered i detailed discussions with the International Committee of the Red Cross about opening Chinese prisons. Such a decision would allow Red Cross workers to visit any political prisoner and determine if he or she was being tortured or mistreated.

In Paris recently, Foreign Minister Qian Qichen told Mr. Christopher that China would for the first time give detailed information on the list of 235 Chinese political prisoners compiled by Washington

A Hong Kong human rights campaigner, John T. Kamm, said that China might have already quietly released 30 to 60 political prisoners whose names were among the 235. There are also some signs, Mr. Kamm says, that China is putting greater oumbers of political prisoners on "medical parole."

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BUILDING: China Bans Construction for a Year

Continued from Page 1

ous year, the bureau said. The biggest construction increases were funded with capital raised by the builder himself or by foreign investment, throwing doubt on whether the State Council's order will actually cool the boom.

Projects that are bank-financed are easier for the government to said, stop through its control of the banks, analysts said. Privately fi-nanced projects require only the approvals of local officials.

The construction boom has outpaced increases in the output of steel, cement and other building materials, forming a key element in pushing up the rate of inflation. Bureau figures show the rate for

all 1993 at 14.5 percent nationwide and 19.6 percent in the major cities, where the year-on-year rate io De-cember rose to 23.9 percent. The construction boom is one of

several unstable economic factors, the China News Service said in a somber forecast for the economy in It said many places were waiting

for Beijing to give them more authority in order to start many new

projects. It said the authorities started loosening controls on credit in September, so there was fast growth in

cash and loans in the fourth quar-

dministration.

Continued from Page 1

information from bank accounts to select which com-

panies to exploit and how much to demand in payoffs.

even hundreds" of interviews with entrepreneurs in

former parliamentary deputy who heads the Analyti-

cal Ceoter, which is part of the president's

much worse because it has met with no resistance,"

said Mr. Filippov. He said Mr. Yeltsin's aides had not

responded to the report, which was sent to them on

lo the last two years, the government has made several attempts to light crime and corruption, which

have contributed greatly to public discontent. But none have managed to curb the criminality and law-

lessness that now pervade life and business in Russia.

hazard enforcement have all reinforced the criminal

atmosphere, the report said.

Io the absence of a functioning court system, and

confronted with the indifference and even hostility of

a corrupt police force, even law-abiding entrepreneurs find themselves sucked into the criminal world as they

Moreover, overtaxation, heavy regulations and hap-

"Over the last six months, the situation has become

major cities, said Pyotr S. Filippov, an economist and

The report to Mr. Yeltsin was based on "dozens,

overheating again, it warned.

Other unstable factors were last year's large trade delicit, which is putting pressure on China's balance of payments, and the public's fear of inflation, which led to panic buying in some places last year, it

The construction budget for the Ministry of Railways will reach \$4.8 billion this year, almost double the \$2.6 billion last year, the press agency said.

Construction funding for the Ministry of Posts and Telecommunications will increase more than 25 percent, from \$4.6 billion in 1993 to \$6.2 billion this year.

The State Council announcement came after a speech by Zhu Rongji, deputy prime minister in charge of the economy, in which he criticized some officials for being overzealous in starting new pro-

Potential risks arising from farreaching economic reforms being introduced this year lie "not in the reform itself, but in the overheated expansion of capital investment," Mr. Zhu told an ideological and press work conference last week.

RUSSIA: Organized Crime Has Nation by the Throat

The State Council circular called on the central People's Bank of China, of which Mr. Zhu is gover-

the report said.

special police powers.

ity in illegal activities.

If this excess rate of credit-easing nor, to "keep a close watch" on continues, the economy will start loans for fixed-asset investment to insure they were not diverted to mauthorized projects.

China's last bout of high-speed growth ended in 1988, when 18 perceot oationwide inflation prompted panic buying and bank runs. That in turn fanned the Tiananmen Square protest in 1989 call-ing for greater democracy.

"Strict control over the scale of fixed asset investment is related to whether reforms this year can progress smoothly or not and whether the economy can continue healthy development or not," the council

on loans to loss-making state companies or a lower target growth for credit this year, something that some Western economists recom-mend. It was also unclear how the government in Beijing would enforce the ootice

In the urban consumer basket in December, the highest increases were for fresh vegetables, up 46.5 percent from a year earlier, and for grain, up 42.4 percent.

Worst hit were Haikou, capital of Hainan province, with 34 per-cent, and Nanchang, capital of Jiangxi province, with 33,6 percent.

look to private security agencies for protection and as a means of collecting debts.

Mr. Filippov made a series of sweeping proposals,

His most emphatic recommendation was that the

unit not hire anyone who had worked in either the old Interior Ministry or in the Security Ministry, both of which have been rendered ineffective by their complic-

organized crime" loosely, including racketeers, shady

In general, it said, organized crime controls about 40,000 businesses, 2,000 in the state sector.

The report said criminal groups had moved aggres-

svely into new commercial operations where they employ their old methods of racketeering, kidnapping and murder to intimidate competitors.

siness executives and corrupt bureaucrats.

including an elite, high-salaried anti-crime unit answerable only to the president that would be granted

Both are in the booming south. (AFP, Bloomberg, Reuters)

SIEGE: 2d Cruel Winter

Continued from Page 1

blasted the town center, wounding

seven people.

There is no epidemic of disease, but the lack of any real hospital and of medical supplies means death comes easily from injuries or illnesses that would be routinely cured elsewhere. There is no starvation, but with Serbs always able to choke off the UN convoys that feed this town, the threat of hunger is always ocar.

There is almost interally no way out. A nine-hour hike over foot-paths through Serb-held mountains leads to another isolated enclave. the UN safe area of Zepa.

People here said some made the trek to buy black-market goods from the Ukrainian UN soldiers there, who are more amenable to deals than the stricter Canadians. Another possibility is a seven-day trek north to Tuzla, the biggest Muslim-held area in Bosnia.

But many of those who try the paths simply disappear.

As do Muslims throughout Bosnia, the mostly Muslim population here wonders if the town - or the country — has any future at all. In a sign of cynicism and despair, people have renamed a main road Profiteer's Street, in recognition that black marketeers control much of life, Another is called Palestiman Way, a reference to what many fear is their future: life in a ghetto sur-

rounded by an occupying army.
The Canadian troops say the find their job essentially impossi-hle. According to the Security Council mandate that established the safe area, they are supposed to be protecting against Serbian in-cursions and disarming the local Muslim militia. But, as in the other four designated safe areas in Bos-nia, there are far too few UN troops here to perform those tasks.

The receotly departed com-mander of UN forces in Bosnia, Lieutenant General Francis Bri-quemont of Belgium, sought at least 1,000 troops for Srebrenica, but had problems getting anyone at all to come.

Wrangling within the United Nations blocked him from assigning a battalion of Nordic troops.
When the original Canadian force was relieved in November, the replacement company was at least 100 soldiers smaller than the first one, which forced the group to close 5 of 13 observation posts along the front line.
"We have to make do with what

we have," said Major Yvan Bouchard, 32, the Canadian officer who commands the company. "But

really, it isn't much." Talk in Western capitals about air strikes to force the Serbs to let the Canadians leave dismays the UN soldiers here because they think such a maneuver would mean

death. It worries local leaders, too. "If they did it, the Serbs would turn all their guns onto the city and fire," said a Srebrenica veterinarian, Fahrudin Salihovic, who is the wartime mayor.

A UN peackeeper was more terse. "There would be a lot of dead Canadians." he said. "And no one would be able to help us."

The Security Council proclaimed Srebrenica a safe area in April after a Serbian offensive almost razed the town. Serbian forces had aiready devastated two outlying areas in a brutal offensive that prompted the then-commander of UN forces in Bosnia, Lieutenant General Philippe Morilloo of France, to travel here in a dramatic

But in May, when General Mor-illon negotiated the terms of the safe area, he neglected to leave the town with a water supply. He cut its prewar area of 212 square miles (548 square kilometers) to 56 square miles. Refugees crowded into the territory, which embraced "An entire generation is growing up for whom this situation is normal and who in such circumstances will not turn to official authorities, but to unofficial ones," the town and about 30 outlying settlements. Population swelled from about 30,000 to 44,000.

Srebrenica's plight highlights the outside world's role in the war. General Morillon, the Security Council and now the Canadians undoubtedly have saved thousands. from death or refugee status. But they have managed to offer only lood and cramped shelter. Free-dom of travel, which is formally guaranteed under the safe-area mandate, is only a dream.

The Interior Ministry says criminal organizations committed 355,500 crimes last year, a 27.8 percent rise from 1992. But the report to Mr. Yeltsin uses the term Nor is there work. The five fac-tories have been blown to smithereens. Some young men spend their east. Some young men spend men days felling trees from the balding hills that used to surround the city in a ring of green. Most others, along with women and children, spend their time playing out a ghostly ritual on the streets.

They pace - by the thousands.

China Trade Ban

International Herald Tribune

board if Beijing fails to improve human rights conditions.

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ACCORD: Arafat Sees a Detailed Plan 'Very Soon'

Continued from Page 1 months of secret diplomacy, Israel and the Palestine Liberation Organization have found their monumen-tal leap toward reconciliation has bogged down in a

In a memorable September ceremony at the White House, when Mr. Arafat and Prime Minister Yitzhak Rabin of Israel ended decades of bitter enmity with a handshake, the two sides signed a declaration of principles calling for Israeli military withdrawal from the autonomy zones and the transfer of administrative control to Palestinian authorities.

But the timetable slipped when Israel refused to start pulling its military forces out of the occupied areas as planned on Dec. 13 because of disagreements over the control of border crossings, the territorial scope of Palestinian jurisdiction over Jericho and security for Israeli settlements. Authority over the entry and exit of people into the

zones has posed the most difficult problem. The Pales-tinians insisted they must remain ultimate arbiters ooce sovereignty passed into their hands, but the Israelis said their responsibility for external security demanded a right to forbid the entry of suspected

The two sides have explored a range of compromises, focusing on joint patrols and shared authority at the frontiers. One proposal called for use of a oneway mirror so that Israeli guards could watch for undesirable travelers while allowing Palestinian guards to handle all paperwork. Any interrogation by

Israeli police would have to take place in the presence of a Palestinian lawyer.

Israel has insisted that the security of its settlements in the Gaza Strip and the West Bank must be assured

by permitting Israeli troops to guard the roads in and out of the settler compounds. Whether they would share jurisdiction with Palestinian police at sporadic checkpoints remains unclear.

The negotiators have clashed over the size of the Jericho district, which Israel had wanted to restrict to Jeneral district, which israet had wanted to restrict to about 20 square miles (52 square kilometers) while the Palestimians demanded 80 square miles. Sources close to the talks say the issue is close to resolution.

Under the Washington agreements, a full Israeli military withdrawal is not required to be completed until April 13. But both sides have become anxious about the fortiers of the fortiers.

about breaking the deadlock because of growing vio-lence and disenchantment in both camps.

In addition, promises of foreign aid and investment to rebuild the infrastructure in Gaza and Jericho have

been held up by uncertainty over the transition to Palestinian self-rule. Both sides acknowledge they can only convince skeptical Palestinians about the value of the peace plan if they produce tangible improvement in living

Mr. Arafat said the PLO development plan calls for more than \$13 billion over the next seven years to rchabilitate Baza and Jericho. He said another Marshall Plan will be necessary to uproot the poverty and despair feeding "extremist and fanatic groups."

Jordan Diplomat Slain by Gunman In West Beirut

AMMAN, Jordan --- A Jordanian diplomat was shot and killed in Syrian-controlled West Beirut only days after Jordan's king made a renewed commitment for peace with Israel.

Nach Umran Masitah, 42 first secretary at the embassy and the first diplomat to be killed in the Lebanese capital since 1986, died from gunshot wounds in his head and neck after an indicatified assected find a hullet though sailant fired seven bullets through the windshield of his car in a parking lot near the diplomat's home.

The shooting came on the heels of a high-profile visit by King Hus-sein to Washington, during which he met senior U.S. officials and American Jewish leaders. It also came as Lebanon sought to demon-strate economic stability to a visit-ing World Bank and International Monetary Fund team.

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gesture to save the local people.

Bosnian Serb Warns on Tuzla Aid Planes Won't 'Take Off Again,' He Says

Serbian army commander warned the West on Sunday

not to use force to open the Muslim-controlled airport Dutch troops' replacing the Canadians, but that Tuzla at Tuzia; saying any plane that landed would "never General Manojlo Milovanovic said his enemies

The United Nations and the North Atlantic Treaty Organization have threatened to use air strikes to open the airport so that relief agencies can deliver aid to

millions of trapped people.

With no snipers near the airport and a clear approach to the intact runway, UN military officers have recommended Tuzla as an alternative to land routes that its operations would restart Monday and that through central Bosnia, where battles between Bosnian Croats and Muslim-led forces continually hunder

At a recent NATO summit meeting, leaders said selective air strikes would be used if needed to open

the Tuzla airport and relieve Canadian UN troops in SARAJEVO, Bosnia-Herzegovina — A Bosnian the Muslim "safe area" of Srebrenica.

arbian army commander warned the West on Sunday

Bosnian Serbs said that they had no objection to was another matter.

The UN secretary-general, Butros Butros Ghali, said Friday that he had delegated to his special representative in the former Yugoslavia, Yasushi Akashi, carry out their military objectives.

"Recause of that, not one plane must land at Tuzlassiport," General Milovanovic told Tanjug press agency, adding that his units had the spot "within their gun sights."

schaarve in the former I ugoalavia, I asusni Arasin, the anthority to approve any request for close air t

retaining the right to approve first use of air power provided by NATO countries.

Anarchy in central Bosnia prompted Britain to suspend and convoys after one of its convoy drivers was killed, allegedly by Muslim gramen. But the British Overseas Development Administration, which is responsible for immanitarian relief, said Sunday that its convenience manufacture Monday and the convoy teams in Bosnia were eager to get back to

work.

Bosman authorities said they had detained four men in connection with the abduction of three British aid workers and the killing of one of them.

U.S. to Monitor Serbs From Albania

WASHINGTON - The cold war really is over: The Central Intelligence Agency will use Albania, once the most isolated and xenophobic Iron Curtain country, as a base for a new U.S. spy plane to monitor the war to the former Yugoslavia, according to defense 1 billion.

The Guat was developed to help monitor regional conflicts. The system to be deployed in Albania — two Guats and a satellite dish costing less than \$10 million — is far cheaper and less sophisticated than photorecommaissance satellites, which each cost more than

the war to the former Yugoslavia, according to defense
The equipment, which will be used to relay photographic images of battles and troop movements in
The CIA approached Albania for permission to use
The CIA approached Albania for permission to use
Serbia and Bosnia-Herzegovina, will be sent to a

The unpiloted plane, called the Gnat, has a range of only 500 miles; about 800 kilometers, so it must be based near its intended targets. Plans for its deployment and the mission in Albania are reported in the coming issue of Aviation Week and Space Technology, an aerospace-industry.

CHANGING THE GUARD - Robert Hue, 47, the new secretary-general of the French Communist Party, being congratulated by his predecessor, 73-year-old Georges Marchais, the party's leader since 1972. Mr. Hue was chosen by the 28th party congress, which was held in Paris. Rights Abuses in Mexico Raise Questions for U.S. and NAFTA

By John M. Goshko

Washington Post Service
WASHINGTON — The peasant prising to southern Mexico on New Year's Eve has raised questions about whether President Bill Clinton's doggedly successful fight for approval of the North Ameri-can Free Trade Agreement caused him to ignore his commitment to human rights.

Allegations that the Mexican Army committed widespread rights violations in suppressing the revolt in the southeastern state of Chiapas in the southeastern state of Chiapas have put the administration under pressure to demonstrate that Mr. Clinton was serious when he promised that countries seeking greater trade with the United States must have a good human rights record.

Representative Robert G. Torricelli, Democrat of New Jersey, the chairman of the Foreign Affairs subcommittee on Western Hemister has scheduled a like coffee, corn and sugar and

subcommittee on Western Hemi-sphere Affairs, has scheduled a hearing Wednesday to look into allegations of rights abuses and examine the potential for uprisings in other parts of the country.

There is no sign that the Chiapas unrest poses any serious threat to NAFTA. But it could lead some nistration critics to call for a new look at whether Mexico's ecodemocratic reform are strong enough to justify that the United States continue to move toward the

U.S. officials reply that what is important now is for the Mexican

that it does not happen elsewhere within Mexico's many pockets of

The Chiapas insurrection involved the Zapatista National Liberation Army, a group consisting almost entirely of Mayan Indians, which seized several towns and vil-lages and declared its intention to overthrow the government of President Carlos Salinas de Gortari.

Mr. Salinas's efforts to create a free market economy in Mexico triggered great hostility in Chiapas,

like coffee, corn and sugar and making it easier for well-connected landlords to evict Indian squatters from unused land.

There's oo doubt that events in Chiapas derive from poverty and

government to learn the lessons of lack of ability of the Mexican system—the government and everytem — the government and every-body else — to deal with some of the fundamental problems in that part of the world," said Alexander Watson, assistant secretary of state for inter-American affairs.

Mr. Watson and other U.S. officials argued that the Chiapas unrest should be seen as a warning of how important it was to complete Mexico's transformation to a freemarket economy. The officials said that if NAFTA fulfilled its promise of creating jobs and higher wages, it would belp Mexico toward greater democracy and respect for hu-

ministration's high priority on get-ting NAFTA approved caused it to soft-pedal concerns about human project step by step, financing each contract itself. rights. They noted that the State contract itself. Department's buman rights counreports for 1992 bad documentsuppress dissent and opposition to time the airport opens. suppress dissent and opposition to the Salinas government. They added that the 1993 report, scheduled for release in the oext few days, would do the same.

Since the government picked a remote site among Hong Kong's rugged outlying islands, the airport oeeds a 34-kilometer (21-mile) rail

and Britain battle over Hoog Kong's giant new airport, local of-

ficials are keen to get one message across — that it is being built, that it is largely oo schedule and that it is definitely under budget. Despite Beijing's rejection of fi-nancing plans for the \$20.3 billion project, the fact remains that a huge public works operation is well

HONG KONG - While China

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Amid the Haggling,

under way in Hong Kong. "Everybody can see that the airport is rising from the sea," said Chief Secretary Anson Chan.
An artificial island for the air-

port is almost 40 percent built: work starts soon on the terminal building; and the twin towers of one of the world's biggest suspen-sion bridges, which will provide a road and rail link with central Hong Kong, have climbed to 200 meters (nearly 600 feet).

The Chek Lap Kok project is colossal. It is one-third bigger than the British-French Channel Tunnel, which makes the airport the largest single public works opera-tion under way in the world. It comprises 10 infrastructure projects, with the airport itself costing 70 billion Hong Kong dollars (\$9 billion), less than half the total cost.

The project bas also become a pobtical fonthall between Hong Kong and China. Beijing has rejected all financing plans, saying they would leave a huge debt to be repaid after the British colony returns to China in 1997.

Things went from bad to worse when Governor Chris Patten's plans for democratic change provoked a major dispute in 1992. Now Mr. Patten is no longer sure of meeting the target date for the first flight into Chek Lap Kok of June

30, 1997, the day Britain leaves. We want to do as much as we possibly can by the end of June '97 in an orderly and sensible way," Mr. Patten said recently. "Exactly bow much we can do will depend

Without an agreement, there is The officials denied that the administration's high priority on get-

Officials are still bopeful the first aircraft can land before the end of ed the Mexican government's frequently beavy-banded tactics to a rail link operating fully by the

Hong Kong Airport
Is 'Rising From Sea' and read link to central Hong

Kong.
The link, which straddles three islands plus Hong Koog harbor, includes two major bridges, road and rail tunnels and several large land reclamations. Of these, only the cross-barbor road tunnel has

been privately financed.

Apart from the railroad, most of the project is on or ahead of schedule. And the government's point of pride is that it is running under the budget produced in 1992. The European Channel Tunnel's cost by comparison has spiraled 66 per-

Earlier this month, the govern ment cut the forecast cost by 5.5 billion Hoog Kong dollars, saying that contracts had been awarded at lower than expected tenders. A fixed price system means that contractors rather than the govern-ment carry the risk for inflation and cost overruns.

But onl everything is rosy. The government estimates that every six months' delay due to the dispnie with China will add 4 billion Hong Kong dollars to the cost. Nowbere is the scale of the undertaking clearer than as the Chek

Lap Kok site itself. The site resembles a moonscape, teeming with huge dumper trucks.

"It's totally destroyed, it's an open mine," the site reclamation director, Frans Unerwijk, told re-

porters on a recent visit. In fact, a hillock from the old Chek Lap Kok and a stretch of coastline bave been left as a gesture to environmentalists.

Elsewhere, the island is a desert. Contractors are blasting away Chek Lap Kok's hills and dumping the rock into the sea to create an island 5 kilometers by 3.5 kilome-

More than a thousand workers ive on the island or aboard dredg-ers. One group of 300 Filipinos quit their troubled copper mine in the Philippines and moved en masse to work at Chek Lap Kok.

The airport terminal site is finished - the basement is being excavated. Cootractors are oow concentrating on finishing the site of the first runway. A second runway is to be built soon after the airport

Mr. Uiterwijk admits to some problems. One member of the sixmember joint venture contractor has fallen behind oo building a sea wall. But the terms of the 9 billion Hong Koog dollar cootract encourage "peer group pressure" as all partners are technically liable to pay penalties if one falls behind.

Ex-General Named Algerian Leader

ALGIERS - Tightening mili-

tary control over the country, Alge-ria's defense minister was named president on Sunday by an army-The High Security Council named Lamine Zeroual to a three-

year transition term as president, succeeding a five-man militarybacked committee that canceled elections when it took power two

The new leader, 53, is a retired State Committee he replaces on government had hoped to reach a

Support.

General Zeroual's three-year. term is considered necessary to overcome the Muslim insurgency that has taken some 3,000 lives in the last two years, and to begin solving the economic crisis.

The High State Committee ordered the High State Council to designate a president after the collapse this week of a national conference convened to map out the country's politics.

The conference, at which the

Winners Lose Belgian Lotto

might well have considered themselves millionaires on Saturday, but their luck quickly turned after Lotto organizers annulled the weekly

Two of the 42 balls failed to drop into the machine that picks six balls to provide the lucky combination. each winning Television footage clearly showed (\$267,000).

The Associated Point that balls 41 and 42 stock in the BRUSSELS, Eight people to notice the irregularity; trate viewers called in to force cancella-

tion of the draw. A second draw was held later Samrday, and the Lotto organization spologized for the inconvenience. Five winners were an-

Monday has widespread public working agreement with the fractions political parties, fell apart when the main political groups walked out or did not show up.

Former Foreign Minister Abdel-aziz Bouteflika had been expected to assume the post, but he refused the job when parties dropped out of the conference, saying he did oot want to be the leader of several parties in discord.

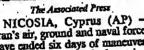
General Zeroual replaces Ali Kafi, president of the High State Committee, which has battled the Muslim insurgency for two years. Mr. Kafi's mandate ends Monday.

The High State Committee took power in January 1992 after the cancellation of two-stage legislative elections that were being won by Islamic fundamentalists.

NICOSIA, Cyprus (AP) nounced after the second draw, in the Persian Gulf, the latest in a each winning 9.6 million france series of war games that included missile deployment.

Iranians End War Games

Iran's air, ground and naval forces have ended six days of maneuvers



nomic stability and commitment to economic integration of the two

BOOKS

FDR & STALIN: A Not So Grand Alliance, 1943-1945

By Amos Perlmutter. 331 pages. \$29.95. University of Missouri. Press.

Reviewed by Kenneth Adelman

THE debate seems destined to go on forever. Was Franklin Roosevelt mept in the face of Sulin's determination? Was the American president to blame for "losing" Eastern Europe? Had Roostvelt been a tougher strategist, would we have been spared 45 years of Cold War? On the affirmative side, we now have Amos Perlmutter's addinow have Amos resummers a sacrinon to the argument, "FDR & Stalin." On the other are the historians who have, to Perhanter's view, created a "myth of FDR's farsecing diplomacy." "FDR & Stalin" is so werstated and strident in tone that it is easy to refute. Yet the book still represents in a lively way the side of the debate that maintains, to mince no words, that Roosevelt was a nincompoop in foreign affairs. Devotees of Franklin Delano

Roosevelt, like myself, can easily counter Perimutter's accusation that the wartime president "continuously appeared Stalin, from June 22, 1941 (when Hitler invaded the Soviet Union) until his death on April 12, 1945." One week before his death, FDR angrily wrote Stalin: "Frankly, I cannot avoid a feeling of bitter resenuncer about false accusations Stalin had made, and "for such vile misrepresentations of my actions or those of my trusted subordinates.
Hardly the words of an incurable seaser. And one day before he hed, FDR wrote Churchill on how to handle Stelin henceforth: We must be firm."

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By being so harsh, Perimutter, author of several books on global politics and security and a political science professor at American University, exposes himself to criticism. For example, he writes, This not-so-grand [U.S.-U.K.-U.S.R. warring alliance cost Fastern and Central Europe their independence and committed America to nearly half a century of Cold War." Not quite. Not the warnine alliance but the presence of the Red Army and the natures of both Stelin's regime and of subsequent Soviet regimes committed us to the Cold War.

Rather than displaying what Perl-mitter characterizes as a "total absence of statecraft," FDR wished to

agreed to avoid secret diplomacy and to defer territorial matters and "political bargains" until the peace

This was not to be. As Perimetter himself shows in a nice piece of exposition, lighting the war meant cutting "political bargains" like mad. Having described the deals well, he still persists in his misconceptions. Here, FDR was nowhere as inadequate, nor Churchill as mag-nificent, as Perimutter portrays. It was Churchill's cabinet, as

Perhanter winces to tell, whose May 1942 "friendship treaty" with the Soviet Union acquiesced to all that Stalin gained from his Nazi-Soviet Pact. On that, FDR de-murred And Churchill himself offered Stalin, in October 1944, the "percentage formula" to divide up parts of Europe. FDR objected to such realpoints.

Not that FDR recoiled from practical politics. He had shown genius in political bargaining for the New Deal and pushing America from neutrality into all-but-alliance with Britain, before the Unit-

ed States was even in the war. True, FDR proved too flexible, though not indifferent; concerning

defer geopolitical statecraft until the war was won. Call this naive, but that's what had happened in World war I. And that's what was agreed upon — not only by Pedmutter's knave but also by his hero. Winston Churchill. Months before the United States entered the war, the two agreed to avoid secret dinlomacy. ing the Soviet Union into the Pacific War, a need far greater to American armed forces than to Britain's.

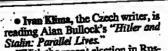
Perimutter's work is an over-statement of an argument that has much merit. Despite his glaring ex-cesses, his thesis retains that merit, and his well-crafted book has bite.

It is true that FDR never did share Churchill's horror at Stalin's past barbarism or fear of Stalin's inture conquests. He was inhuman-ly unmoved by Soviet atrocities (he was scarcely moved even by those of his enemy, the Nazis). He tried

to quash an aide's finding that Stalin's secret police were responsible for the 1940 Katyn forest massacre of perhaps as many as 15,000 Polish officers. FDR sought to embrace "Uncle Joe" to finish the war in Europe and then Asia, and to begin a vibrant United Nations. Not a bad ambition, but not all that practical either.

And Perlmutter is quite right that Stalin had clear strategic goals, which he relentlessly pursued. While Churchill shuddered at them, FDR mostly shrugged them off. Those goals were achieved, thanks much more to the Red Army's power than FDR's fecklessness.

Kenneth Adelman, former direc-tor of the U.S. Arms Control and Disarmament Agency, wrote this for The Washington Post.



WHAT THEY BE READING

"With the recent election in Russia, this book has a very current message. Before I , started his career Hitler had I ablished his program, but most d mocats regarded it as the gab of an asane man. They expected that when be won the election he would change his thetoric. History has revealed other-wise." (Michael Batter, IHT)



BRIDGE

By Alan Truscott 7 HETHER bridge tournaments should always be democratic, or whother aristocracy should have a place, is a subject for debate. In North America democracy miles: every bridge event, with the doubtful exception of an occathe doubtful exception of an occasional Calcutta, is open to all if they meet certain objective criteria. They may be expected to meet a master-point test, to be women, or to be 55 years old. But they are not mired to be the best players.

This is not true in other parts of the world. Britain and the Nether-lands both have events to which the world's best players are invited by a committee. There is a similar event in Brazil, where in December,

On the diagramed deal Chagas fidently finessed the club ten, but was East, defending four spades was totally discomfitted when Chagas after South had opened with a gas produced the queen and cashed weak no-trump. This was due to the diamond king for down one. make against any normal defense.

the jack, and worked out declarer's hand. He had promised 13 to 15 points, which surely included the spade ace, the heart king and the diamond ace. And if be held in ulamond ace. And if be held in addition the heart queen, his contract was safe; the heart suit would provide a discard for a man would

So Chages assumed South's acusal hand, and made an astonishing play. He cashed the club ace and twenty-four players of the highest shifted to the diamond mne. South quality met. The winners were Gabriel Chagas and Marcelo Branco, the reigning world pair champaons.

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The Yen Is What Matters

In principle, the Japanese are correct in their current trade quarrel with the United States. Negotiated targets for exports are a bad idea. The Americans bitterly reply that nothing else seems to work. The Japanese trade surplus has become intolerably large. and Japan has a clear responsibility to pull it down. Statements of good intendons have proved useless. The Clinton administration argues that only explicit targets — so many millions of dollars' worth of certain specified

products - seem to have any effect. But a lnt of things are wrong with targets. They amount to a system of managed trade in which sales volumes are set hy political decisions. While Americans complain (justly) about the influence of cartels in the Japanese market, import targets only strengthen them. The targets require the Japanese government to sit down with industry groups to work out the market-sharing arrangements that they require. Worse, while target agreements can raise the sales of products they cover, they will not affect Japan's total trade surplus. That is set by the

way Japan runs its whole economy, and the

amount of money it sends abroad to be invest-

ed in the rest of the world. Similarly, America's

total trade deficit is determined by the amount

of foreign money that it draws in from abroad to be invested in America. That is why the trade deficit soared in the 1980s, a time of declining private saving and big public deficits. The Clinton administration's success in reducing Clinton administration's success in reducing the federal budget deficit is a far greater contribution to balancing American trade than any possible negotiated export targets. The United States is currently maintaining

is standard of living by borrowing roughly \$100 hillion a year from the rest of the world. That is down from the mid-1980s, but a rich country like America ought not to be borrowing at all. If and when it stops borrowing abroad, its trade deficit will vanish. How? Among other things, the Japanese yen's exchange rate will rise.

If and when that happens, Japan will not be entitled to much sympathy. No country in history has ever benefited as much from open markets elsewhere, yet its own door has never been more than a third of the way open. The exchange rate is the right remedy — which will be worth keeping in mind during the next couple of weeks as the exchanges of threats and denunciations between the American and Jananese trade negotiators get louder and angrier.

-THE WASHINGTON POST.

Listening to Clinton: What About the Real World?

B OSTON — President Bill Clinton was impressive when he talked about domestic issues in his State of the Union address because he connected. When he told of Americans who were sick or needed family leave, he related to their pain. More than that, he seemed to be drawing from his own life, his own hopes and hurts.

How different it was when he turned to foreign affairs. One felt that his heart was not in it, that he was going through a mechanical

The world is a frightening place. The only way for the United States to deal with it is to stick to principles.

recitation of claimed achievements, ft was as if he dealt with those things because he had to as president, not because they engaged his deepest moral or poliocal concerns.

The points he made showed his lack of

focus on foreign policy. To call his com-ments shallow would be a compliment. In their blithe optimism they seemed

revival also has cultural and intellec-tual dimensions. While an Asian re-

surgence should be welcomed, it is

important to ensure that it remains

Contemporary Asians owe a pro-found debt to early Asian national-

ist movements, but we have reasoo

to be criocal of some developments that occurred in the postcolonial era. Strident anti-Western rhetoric

led to tensions and conflicts. Libera-

tion slogans became hollow because

the masses were made to suffer un-

der the incompetence and corrup-

tion of ruling regimes. The economic

stagnation of most Asian countries,

and decay in a few, were an indict-

ment of misguided policies.

Asia in the 21st century should

become a greater contributor to the

advancement of buman civilization.

This will be impossible unless we

fully restone our sense of confidence in ourselves and in the positive as-

pects of our past and traditions. But

confidence can easily become arro-

The economic performance of Asian countries in the last two or

three decades has been uneven. Thus,

it is not just a question of sustaining

momentum in nations that have

achieved high growth especially in East Asia. Growth must also be

the recent World Bank study of Hong

Kong, South Korea, Singapore, Tai-wan, China, Indonesia, Malaysia and

Thailand - the eight high-perform-

ing economies in East Asia - is that

there is nothing miraculous about East Asian economic miracles. If other

parts of Asia can achieve political sta-bility, invest more in education than in

defense, release initiative and entre-

preneurship rather than stifle them,

and undertake pro-growth and mar-ket-friendly policies, those economic

prospect that one will soon be there. The case of the missing envoy is a small signal of a dangerous drift in

one of America's most important

George Bush's top priority in un-leashing Operation Desert Storm

was to protect the Saudi roval fam-

ily. Mr. Bush's energy policy, f not-

The United States has

ambassador in Riyadh

been without an

took over the switchboard.

Communication has grown sparse

just as the kingdom approaches a crucial political moment in its slow

but unsteady progress toward a

more representative form of govern-

ment, There is no high-level Mr. or

Ms. Saudi Arabia in this American

administration to cay aftention to or

influence the changes that many

If anything Sandi Arabia's energy importance to America should have increased since the 1991 war

liberated Kuwait and drove the

Iraqi Republican Guard back from

the Saudi frontier. Last month for-

eign oil imports grew to 49 percent of America's daily consumption of

17 million barrels of oil. One out of

every 10 barrels of oil consumed in

America new comes from Saudi Arabia which sells 7 apillion barrels

of oil abroad every day. The Saudis

Saudi policymakers have told

Arab colleagues that they have no clear idea what the Clinton team

dominate the world market.

Sandis believe are coming

miracles in time will also be theirs.

The most significant conclusion of

of bumility.

spread to other areas.

confidence w

benign in all its effects.

By Anthony Lewis

strangely - scarily - disconnected from reality. He said the advance of democracy elsewhere was the best way to ensure U.S. security, and that was why America had supported the democratic reformers in Russia; he applauded Congress for backing his inidadves to belp Russia. But the reformers

are out of power in Moscow.

When President Clinton was there just two weeks ago, President Boris Yeltsin said that he would be "resolute and radical" nn economic reform. Since then he has been weak and reactionary, giving up reform to please the Communists and extreme nationlists in the State Dama.

The prospects for Russia lonk grim. Its new government has promised to pour mon-ey into the hopeless old state industries money that can come only from the printing press. That means that the economy will be at risk of byperinflation, the condition when a currency becomes worthless.

Weimar Germany is the classic example of what hyperinflation can do to a society. In such a situation demagogues wait in the wings to preach that dictatorship and nationalism

are the answer. Russia has its demagogue today in Vladimir Zhirinovsky, the fascist who did so well in December's elections.

Mr. Clinton and his foreign policy team have made Russia their dominant interest. And they have made support for Mr. Yeltsin the basic, almost unquestioning premise of their policy. Thus the administration did not object when Mr. Yelisin asserted a special Russian right of influence in the "near abroad," the other former Soviet republics.

It rejected urgent appeals from Poland and other East European countries for membership in NATO because that might be politically difficult for Mr. Yelisin, offering them instead the essentially meaningless "Parmership for Passes" "Partnership for Peace."

The Russo-centric — or Yeltsin-centric — policy looks like a disaster today. Russia is a potential source of great danger: a huge country, with thousands of nuclear weapons, heading for economic chaos and for who knows what social disorder. Yet Mr. Chinton

talks as if all were well.

In his State of the Union speech Mr.
Clinton also said that Europe now had the possibility of becoming unified for the first time in its entire history, based on the simple commitments of all nations in Europe to

democracy, to free markets and to respect for existing borders." Respect for existing borders? When Serbian forces misled by nationalist demagoguery have destroyed Bosnia, a member state of the United Nations?

What world is Mr. Clinton in? Does be What world is Mr. Clinton in? Does to know that European unity is fraying, that Europe and the United States have no credibility as guarantors of security after the West's failure to stop Serbian aggression?

That leads to another point.

Mr. Clinton spoke compellingly about a sick little girl whose father spoke to him in the White House. But he said nothing in the State of the Union, and he has said nothing else-

of the Union, and he has said nothing else-where, about the six little children who were killed while at play in Sarajevo recently by deliberate Serbian shelling of civilian areas:

The world is a frightening place. The only way for the United States to deal with it is to

stick to principles: to put down aggression on the continent where Americans have long com-mitted themselves to maintain peace and order, Europe; and to approach a turbulent Russia not with weakness but with a clarity and firmness that Russians will respect. Above all, America has to open its eyes to reality.

The New York Times.

Now Wait and Be Ready

Economie reform in Russia is on the ropes, and the Clinton administration is groping for a response. Treasury Secretary Lloyd Bentsen and Ambassador at Large Strobe Talbort say the West must build up aid until Russia puts market reforms in place. A spokesman for the secretary of state denies that this is U.S. policy. Which is it?

The United States cannot undo Russia's recent elections, which produced a parliament split down the middle over reform and drove President Boris Yeltsin to appoint an anti-reform government. But Washington can prepare for the possibility that Russia may again reverse course and resume the difficult path toward markets. To do that, Bill Clinton needs to learn from his mistakes.

The elections showed that reform cannot proceed without popular support; and Western aid could prove critical to that support by beloing to cushion the worst effects of reform. The West never delivered most of the aid it promised -deciding it was more important to make sure that the money wasn't wasted than to back reformers who wanted to take Russia down the road toward democracy and markets. So it held up the money, waiting until reforms were locked into place — and virtually assuring that they would oever be tried.

This sad story suggests that for Western aid to sway the political debate in Russia, it must be delivered up front, allowing reformers to inevitable fallout from true reform.

No country in this century has undertaken radical market reforms without sizable foreign aid; Russia is oot likely to be the first. If the West gets another opportunity to promote reform, it must be ready to deliver substantial aid without delay once a credible government promises a feasible reform strategy. Last week's Senate hearing did little to clari-

U.S. policy. Mr. Talbott, the president's Russia expert, told senators: "Our support will follow their reform; it cannot be the other way around." If the administration sticks to that line, it will undermine Russian reformers when the current povernment's financial mismanagement gives them a chance to return to power.

Senators accused the administration of being blind to the suffering of Russian workers. The truth is that few leaders at either end of Pennsylvania Avenue were prepared to face American taxpayers -- millions of whom were unemployed and had exhausted government benefits
—and say that a few billion dollars was needed to set up a relief fund for Russian workers.

Russia's oew course is oot the first wrong turn in its tortuous path to transformation, oor will it be the last. The hope is that Russia's eaders will reverse course before hyperinflation destroys what is left of the economy, and that America's leaders will be ready to help. -THE NEW YORK TIMES.

Asians, Suddenly in the Spotlight, Will Now Have to Do Better

K UALA LUMPUR — For the first time in modern history, Europe and North America are looking By Anwar Ibrahim The writer is deputy prime minister and finance minister of Malaysia. at Asia with a sense of wonder. Al-

though there are encouraging signs of recovery in the United States, it is to The economic challenges facing the high-performing eight are by no Asia that everyone is turning to remeans small. One concern must be launch the world economy after its whether the current economie diffilongest postwar slump.

An Asian renaissance is very culties in Japan and the slowing of growth in South Korea presage an mevitable future course for the others. much in progress. Economic growth is the most visible aspect, but the

My own view is that Japan, South Korea and other East Asian nations are far from reaching their full bloom and will not undergo the long-term relative decline ascribed to the mature industrial economies of the West. Only inept policies and excessive greed can prevent Asia from real-

izing its fullest potential.
Nonetheless, the pain that Japan is enduring should be a potent reminder to other countries in the region to exercise restraint or even impose discipline on sectors that are highly susceptible to excessive speculation, sectors where greed can create a fragile bubble economy. Such bubbles evenmally burst, throwing the entire economy off balance, erasing all the

achievements of macroeconomic stabilization and derailing growth.
Impressive though East Asia's economic performance may be, much of the wealth it generates by exporting manufactures is built on the intellec-tual property of the West. We have a very, very long way to go before we become producers of industrial goods

in our own right.

An industrial nation must have much more than factories. At the beart of an industrialized society is brainpower — the pool of scientists, technologists, designers, inventors who translate human creativity and scientific ideas into tangible goods.
The factories and machines are in fact
only the last stages of the total development work that needs to be done.
Real industrialization requires a scientific culture that has become indigen-ized by permeating the fabric of soci-ety and becoming inseparable from it. Asian countries, with a few notable

el of development where the manufacturing sector is driven by an indig-enous scientific and technological culture. We are still largely dependent on the intellectual resources of the West. To remedy this situation. we need massive investments in education, scientific research and human resource development. We can do this as individual countries or, more effectively, by strategic collaboration

among ourselves.

No civilization deserving the name can be based entirely on industrial dexterity to produce material goods option. Asia's intellectual community must nurture and promote the region's unique heritage, especially those elements in its cultore and traditions which will help enrich universal society. The most fundamental of these elements relate to the harmony of society - to such things as good governance, the sanc-tity of the family, tolerance toward

diversity, and compassion for the weak and the unfortunate. There is another challenge for Asia. In recent years there has been an overwhelming, almost imperialis-

tic diffusion of Western or Westerninfluenced cultural products. This has been made possible, and will be further accelerated, by the opening of the skies to satellite television networks. It would not be too difficult for Asian countries to gain control of the communication technologies to mount a counteroffensive.

Bot this would be meaningful only if we could offer cultural products that successfully competed for the free choice of a universal audience. This is a challenge to Asian creativity and imagination. .

Asia's increasing prosperity means that it is now in a posicion to offer serious alternatives to the dominant global political, social and economic arrangements. However, we must first engage ourselves vigor-ously in the debate on the burning issues of our times, such as democracy, buman rights, economic policy and cultural identity. In the same way as we define our economic and political priorities, we must articalate and construct our own intellec-

Encourage the Bosnians?

Muslim-led government has now produced a sharp open argument between France, speaking for most of Europe, and the United States.
With negatiations flagging as Muslim forces
press the war, the French urge Washington to
get aboard the European diplomatic campaign to sell partition to Bosnia's warring factions. The Americans bold off, meaning to respect the decision of Muslims to use their new military edge to reclaim at least some of their lost lands. The French see a "moral" aspect in trying to bring the war to an early end. The Americans see "moral" purpose in

allowing the "victim" party to fight on.
There are inconsistencies and loose ends in the American stand. No mechanism exists, for instance, to ensure that negotiations replace war at a point when the Muslims. assuming their success, feel territorially more content. Nor is there any guarantee that the Muslims' recent battlefield successes will not simply provoke Serbs and Croats to throw still larger forces into the fray. There can be no doubt that by the measure of lives lost and saved, the best course is to stop

the war as quickly as possible. By the measure of the wishes of the most

injured party, bowever, another course asks for priority. The Muslims are that party. They are oot innocents; they are themselves responsible for grave offenses. But, by a reasonable standard of fairness and justice. they are owed deference for their suffering and their victimization. While they were being promiscuously slaughtered and uproot-ed, few came to their aid. An international arms embargo fell impartially on them and on their well-armed persecutors. Now, when they have finally provided better for their own defense, those who earlier left them in travail cannot easily tell them they should not light for their own villages and bomes. There is no evident official inclination or

public support in the United States for ground deployments of American forces to aid the Muslim side or, for that matter, for any form of action by Washingtoo alone. So many conditions have been attached to the idea of supportive air strikes as to render this possibility quite unlikely, too. But to offer political understanding for military risks that Muslims decide to take on their own in order to reverse the effects of "ethnie cleans-- that is another matter.

-THE WASHINGTON POST.

America Is Better Off Without a 'National Identity'

exceptions, have yet to attain the lev-

N EW YORK — The Clintoo administration has unveiled its plan to bring Americans together. must imbue ourselves with the virtue National Endowment for the Humanities, announced this month that the government would hold a series of televised "town meetings" aimed at overcoming ethnic rivalries. They will explore the bonds of community the meaning of American identity

and "how immigrant groups lit into the American dream." It is easy to sympathize with what Mr. Hackney, Bill Clinton and other sponsors of the forums want to achieve. They aim to challenge the inward-turning racial, ethnic and sex-ual zealony that denies America a common civie culture. Yet this is a

deeply wrongheaded project.
First, it looks back on an America that never existed. From the beginning. American society has been fragmented by differences of wealth, religion and language, as well as by the conflicts between slave and nonslave states. The waves of immigration after the Civil War did not break apart

By Richard Sennett a unified nation; they added new this? Of course he does. Yet he asserts

In some ways, we Americans are more divided today than during that first great immigrant wave. For example, because our society has be-come more open sexually, marriage and family no longer trace a clear design in people's lives.

Mr. Hackney is the latest in a long line of Americans who have sought to counter society's fissures by discover-ing a national identity or an American character. These phrases, however, merely display the gentlemanly face of nationalism.

Nationalism creates a mythic land

in which people understand them-selves and each other. The myth disguises inequalities and legitimates attacks on people whose lives are different. Immigrants who came to America three or four generations ago thus encountered great prejudices based on the supposed fact that they weren't yet "real Americans." Does Mr. Hackney feel bad about

about American identity before get-ting into immigration issues." This supposes an America that is obscured

by the presence of outsiders, an America waiting for us once we stop obsessing about our differences. Of course, the very ootion of an American identity is a sweeping storectype, and the manipulation of such generalizations lies at the very

heart of nationalism. The first wave of immigrants resisted falling under the sway of American stereotypes, as Daniel Pat-rick Moyaihan and Nathan Glazer showed in their classic study "Be-yond the Melting Pot." Immigrants

and their heirs sought to preserve a more complex and mixed experience of cultural identity.

Also, stereotyped thinking will invariably pay more attention to divisive rabble-rousers than to sophisticated thinkers about ethnic problems. In such a scenario, an Al Sharpton would easily overwhelm a Cornel West.

When people deal in stereotypes, they seek to define "us" in contrast to a threatening "other." Members of ra-cial minorities (or homosexuals, immigrants, the elderly) face the problem 19th century immigrants faced. It is not so much the danger of turning inward — a real temptation for any threstened group — as the more subtle challenge of how to avoid being de-

fined by someone else.

Not only is Mr. Hackney's blue-print for culture flawed in principle, it is perverse in practice.

in the televised town meetings, people will be given air time to ex-plain themselves to each other. Mr. Hackney says he wants "to give peo-ple a sense they have been heard." This is one of the oldest American techniques for dealing with commu-nal tension. It began with the Puri-tans and was adopted and updated by psychological theory a generation ago in encounter groups and con-sciousness-raising sessions.

In this kind of meeting, people do not decide things. Instead, they at-tempt to rouse sentiments of sharing and community through self-revels-

tions and expressions of sympathy: "I feel your pain." These sorts of events tend to oversimplify our diviherent in real experience.

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one another in part by accepting that they cannot often understand one an-other. Public discourse about "what we share" ignores this fact. And Mr. Hackney's "national conversation" will exclude from the televised picture those who do not easily open

themselves up and commune.

Given the complexities of American society today, it is immensely important that people find ways to act together with those they do not understand or whom they dislike when they do understand

when they do understand.

The Clinton administration's finest achievements, like the North American Free Trade Agreement, have acknowledged that America is not an island. Mr. Clinton has rightly sought to address, as in his proposed health care plan, collective problems that affect different Americans in

radically different ways. Perhaps Mr. Hackney's project is a symptom of how burdensome these responsibilities and realities feel.

Talking about how we see each other and how we can come together is much more pleasant than reshaping the real America. But because this sort of pleasure has brought such terrible nationalistic and xenophobic consequences in the past (and now as well, especially in the former Yugo-slavia), I don't think this "national conversation" should be shrugged off

as just another million-dollar folly. The challenge and the promise of American society lie in finding ways of acting together without invoking the evil of a shared national identity. To do so we need to draw on our capacity to cooperate rather than on our desire to commune.

Mr. Hackney, by contrast, seems to offer a Serbian solution to the challenge of living with one another.

The writer, professor of the human-ities at New York University, is author of the forthcoming "Flesh and Stone," a history of the body in Western cul-ture. He contributed this comment to The New York Times.

WASHINGTON —Three years after the United States went to war to protect Saudi Arabia's un-Saudi Arabia says, "legitimizes au-thoritarian rule." By Jim Hoagland It is a situation in which the derground oceans of oil, there is no wants on oil pricing and production U.S. ambassador in Riyadh and no

Other Comment

A Shadowy Life for NATO

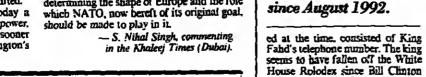
Sometimes it is more difficult to bury an organization that has served its purpose than it is to let it live a shadowy life. Take the North Atlantic Treaty Organizacon.

In the long term, the process of West European Union is irreversible. But a key questinn hat remains unanswered is how long this process will take. The speed with which West European economies move out of recession is one factor, but the vision of a federal Western Europe is not shared by all members. To an extent, the debate will be submerged by the momentum 10ward evolving common positions, once the economic gloom and its damag-

ing concomitant, unemployment, have lifted. none can doubt that Russia, today a supplicant in the corridors of Western power. will reassert her great power ambidons sooner or later. President Yeltsin needs Washington's

support and benevolence to surmount his present travails, and the question boils down to how loog and how many coovulsions it will take for [Russia] to settle down. The signals that Washington, and the West, have sent so far are that they prefer stability in an acceptable democratic framework in Russia, and that Moscow has a legitimate interest in securing its strategic interests in the former Soviet Union, particularly in the south.

President Clinton's good fartune is that Western Europe's recession and dependence syndrome, combined with the depth of the Russian crisis, give him time to make some mistakes. For the present and the immediate future, the United States remains the leader in determining the shape of Europe and the role which NATO, now bereft of its original goal,



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or how the rising trend of U.S. oil imports fits, or does not fit into Mr. Clinton's energy policy.

The once close political consulta-

tion that revnived around Riyadh's high-profile ambassador in Wash-ington. Prince Bandar bin Sultan, is a pale shadow of its old self today. Prince Bandar had access to the White House in the Reagan and Bush years that no other foreign diplomat has ever had. He committed Saudi Arabia's financial and military backing to U.S. intelli-gence activities in Central America. Afghanistan and the Middle East. Today he is little glimpsed on the Washington diplomatic circuit. He spends his time negotiating with American companies and the Penta-gon to slow down the deliveries of and payments for the U.S. airliners and weapons that Saudi Arubia has contracted to buy. Falling oil revenues have produced a budgetary cri-sis for Saudi Arubia, a fact that Ri-

yadh feels is not sufficiently appreciated in Washington. Consider this analysis of one Saudi expert: Saudi Arabia today is taking in about \$20 billion in annual revenue from oil and is committed to spending \$45 billion, including \$6 billion on interest payments. King Fahd will not raise the minor taxes that Sandis pay and is totally dependent on oil revenues. He re-portedly checks oil prices three

A steady slide in prices has done nothing to improve the king's notoriously volatile humor. Due to visit the United States for medical exams early this year, he is increasing. ly isolated and uncommunicative,

times a day.

according to some accounts.

After long delays, the king has delivered on a promise to appoint a respected council of advisers, known as the Majlis. But he maintains absolute power under a constitution that as one resident of

The U.S.-Saudi Line Is Off the Hook

United States needs its equivalent of a Bandar in Riyadh (especially since Bandar is no longer Bandar in Washington): Someone who is well-connected politically, know-fedgeable about the host country and both activist and subtle enough to tip events in a positive direction (such as enlarging democracy) when a word or a deed is

sought from a foreign envoy.
Instead, the United States has been without an ambassador of any kind in Riyadh since August 1992. After initial indications that the post would go to a businessman Friend of Bill proved wrong, Mr. Clinton accepted the State Department's career candidate, Edward W. Gnehm Jr., who won favorable notice for his performance as ambassador to Kuwait during and after Desert Storm.

But Mr. Gnehm's nomination flies in the face of the Saudi royal family's distaste for envoys who have served in smaller, less important Gulf countries. Moreover, his statements urging democracy on Kuwait were noticed by the king. The Sandis, I am told, are refusing to approve or disapprove Mr. Gnehm's nomination. Instead they let it twist slowly in the desert wind.

This is a sign of deeper underlying complications in the Saudi-U.S. relationship that need argent, highlevel attention.

If Mr. Clinton wants him as his envoy, he will need to invest Mr. Guehm with his full authority and support, waging a campaign on his behalf throughout his tour. If the president is not prepared to do that, t will mean having to drop the Guehan nomination, despite the ambassador's evident virtues and the embarrassment that it will cause

at the State Department. Time and events press in Sandi Arabia, ft is no time to stand on diplomatic meeties.

The Washington Post.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1894: Drama in Dublin

LONDON -A rather serious accident occurred at the Gasety Theatre, Dublin, on Monday [Jan. 29] night. Two of the girls who were perform-ing in the ballet at the pantonime were in a dressing-room which was situated at the rear of the theatre when a strong gale blowing brought down an adjacent chimney. This crashed through the roof of the dressing room burying both the young women in a mass of bricks, mortar and slates, and inflicting severe injuries upon them. They were then carried to Mercer's Hospital

1919: German Colonies

PARIS - The President of the United States, the Prime Ministers and Ministers of Foreign Allairs of the Allied and Associated Powers, as well as the Japanese representatives, to-day [Jan. 30] held two meetings at the quai d'Orsay. The exchange of views

where their injuries were attended to.

continued on the German colonies in the Pacific and in Africa, in the presence of the representatives of the Dominions. In the afternoon satisfactory provisional arrangements were reached for dealing with the German colonies and the occupied territory in Turkey-in-Asia.

1944: Another Armada:

AT AN AMERICAN FLYING FORTRESS BASE, Somewhere in England — [From our New York edition:] Another armeds of American heavy bombers, covered by an almost impenetrable screen of fighter planes, battered Germany again to-day Jan. 30], loosing a heavy tomage of bombs in Brunswick, an aircraft factory center of the Reich, 450 miles from England, and railroad yards at Hanover, about forty miles northwest of Brunswick. British bombers, following up the American aerial on-slaught on Brunswick and Hanover, attacked Berlin again last night for the third time in four nights.

International Herald Tribune, Monday, January 31, 1994

CAPITAL MARKETS

Canada and Australia Lead Investors' Paper Chase

By Carl Gewirtz

ARIS - International bond investors have fared best so ARIS — International point investors have season far this year placing their money in Canadian- and Australian-dollar paper. The J. P. Morgan government bond index shows local currency gains of 2.1 percent in Canada and 1.5 percent in Australia.

Spain and Denmark were next on the list, with the United States in lifth position for a gain of barely more than 1 percent. Japan is at the bottom of the list, registering a loss of 2,6 percent as yields

have backed up nearly 40 basis Measuring performance Spain and Denmark points over the month.

based on a common currency - were next on the the U.S. dollar — Australian bonds ranked first, boosted by a J. P. Morgan list. 5.3 percent appreciation against

the U.S. currency. Sweden, ranked sixth behind the United States in local currency terms catapulted to second place measured in dollars, thanks to a nearly 5 percent appreciation of the krona.

Analysts at Union Bank of Switzerland currently are warning

that it is time to take profits in the Swedish market. They note that 10-year yields at 6.68 percent are at a historic low and they view the nearly I percentage point advantage over German yields as uncomfortably thin. At the start of the year, the yield on Swedish paper was 1.42 percentage points, or 142 basis points, over German levels. Eksportimans and Nordic Investment Bank both tapped the

international market last week with issues of 1.5 billion kronor (\$190 million), but bankers said the paper was moving slowly as volume this month has been high and demand is trailing off.

There is quite good demand for Canadian dollar paper, but with swap rates unattractive there is a dearth of non-Canadian issuers

prepared to tap the market.
Ontario sold 1.25 billion Canadian dollars (\$947 million) of 30year global bonds, priced to yield 53 basis points over comparably dated government paper. Goldman, Sachs & Co., the lead manager, said the bulk of the issue was placed in North America, with an estimated 35 percent sold in Europe and 10 percent in Asia.

But analysts at Paribas Capital Markets view this market as tipe for profit-taking and believe that "risks to the currency and bond

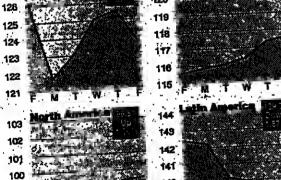
market in Canada are increasing.

Ontario also made a global placement of \$2 billion of floatingrate notes, its first forray into this sector. The issue was increased from the initially announced \$1.5 billion, and traders attributed the strong demand to the fact that the paper was offered to investors at 8 basis points above the London interbank offered rate.

Interest is set at the three-month Libor, but the return to investors is slighter higher thanks to the discount offering price of 99.595. Citing the recent examples of Canada and Sweden, whose floating-rate notes were offered to yield a return below Libor, See BONDS, Page 10

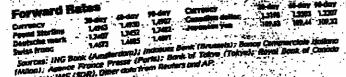


International Herald Tribune World Stock Index, composed of 280 internationally investable stocks from 25 countries, compiled by Bloomberg. Week ending Jenuary 28,



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Of Makeup and Theory, China-Style

went to press with a front-page title that reads "Who's Next? — Fear for the job."

Nevertheless, each side in the tug-of-war dug

in its heels with a grunt, knowing the ontcome of

this struggle would determine how quickly Germany recovers from its worst recession since

World War II and the extent to which rank-and-

file workers will benefit from the recovery.

"The compromise the parties eventually set-

tle for will be disappointing for both, so each will have to prove that they did everything they

could do fight for a better ontcome," said

Stefan Schneider, an economist at Nomura Re-search Institute in Frankfurt.

The issue at stake in this year's contract nego-tiation rounds is not so much wages and benefits,

A Look at 4 Foreign Firms

By Paul Blustein

GUANGZHOU, China — Toting a bag of beauty products, Avon lady Lin Hong sets off into the crowded streets of this southern Chinese city. Time for another day of peddling Western-style consumer goods in a land of 1.2 billion people who are fast discovering

the pleasures of buying them. Miss Lin, a two-year Avon Products Co. veteran in her 20s, heads down an alley and stops at an aging row house, where she is welcomed by a steady customer. Over a cup of tea, she mentions that Avon is introducing a new product, a men's pre-shave, costing about

"Himmm, yes," replies the customer, a factory worker married to a usinessman. "I think I'll get one for my husband."

Sold! One bottle of pre-shave to one Chinese. Now try to imagine how many more will be purchased over the next decade in this market, with the world's largest population and the common growing at double-digit rates. Such delectable notions are luring companies like Avon to China in droves.

The scope of this new gold rush is evident in the activities of Avon and three other companies that agreed to discuss details of their China business. Profiles of their operations here show the potential profits to be made in exploiting what could be the world's largest market. They also show the risks of investing in an economy growing so rapidly that many Western economists believe the boom is unsustainable, and will bring on, at least temporarily, a China bust.

S. C. Johnson & Son Inc. When big shots from Johnson's headquarters visit the company's offices in Shanghai, General Manager Mark Hu makes sure they tour typical Chinese homes for a realistic view of what the market is like. What they see is both encouraging

On the upside, they see stoves spattered with oil from the stir-frying that many Chinese do every night, creating a need for products such as Mr. Muscle, a kitchen cleaner that Johnson brews extra strong for the Chinese market. "Heavy grease buildup is a major opportunity for us," said Mr.

They also see homes that attract swarms of mosquitoes at night

By Brandon Mitchener

International Herald Tribune

FRANKFURT — A German metals indus-

try official, describing the situation as the country's most powerful union scheduled work stoppages to press demands for higher pay and job security, said, "The world must think we're

With more than half of all companies in

About 150 workers put down their tools at a

light-bulb factory owned by Siemens AG even as the latest issues of the weekly Der Spiegel

Germany's vast automotive, electronics, steel and metal-working industries losing money, the

first walkouts occurred over the weekend.

See PROFILES, Page 12 German Metal Workers Take Risky Path

Step by Step vs. Big Bang

By Clay Chandler

BELIING - When Treasury Secretary Lloyd Bentsen prodded Depoty Prime Minister Zhu Rongii to open markets during a recent meeting here, the Chinese official kept repeating that he wanted to

do things gradually, step by step.

The unspoken message was that China's policy of gradualism works. The Chinese believe that sudden economic and policial changes, as have been seen in Russia over the past three years, can

Leading Russian politicians see a year of hyperinflation, declining industrial production and paralysis of reform efforts. Page 12.

lead to chaos. Too much freedom, they suggested, may actually be the enemy of free markets. Mr. Bentsen's recent trip to booming China and stagnant Russia offered some disturbing evidence to support the Chinese proposi-tion. Chinese industrial production grew at the astounding annual rate of 29 percent last month. In Russia, by contrast, economic

output contracted nearly 15 percent last year.

For those traveling with Mr. Bentsen, the contrasts were arresting. Street vendors in Beijing were hawking fresh grapes in midwinter at affordable prices, and shops were selling fancy mountain bikes. On the streets of Moscow, however, a leading business seemed to be prostitution. Foreign executives said they have taken to hiring bodyguards to protect themselves from gangsters.

At the heart of the debate are two basic questions: Do economic referme uses best if introduced in a simple move or should they be

reforms work best if introduced in a single move or should they be measured in tiny doses? Is instant political liberty the most effective means of promoting stable economic growth, or is it wiser to loosen On the surface, recent events in Russia and China appear to

On the surface, recent events in Russia and China appear to answer both queries simply: Gradualism works best, contradicting some of the basic premises of President Bill Chinton's foreign policy. In Russia, where Mr. Clinton urged more radical free-market reforms, so-called economic shock therapy has been followed by plummeting growth rates and living standards. Democratic elections, though lauded in Washington, have produced a reactionary and important demonstrated by interest around out to pull back reforms. parliament dominated by interest groups out to roll back reforms.

In China, by contrast, the transition to free markets seems to have

See COMPARE, Page 12

though employers are officially demanding a 10 percent cut in real income while union bargain-

ers seek a gain. The result, already established in

other sectors of the economy, will undoubtedly be a decline in earnings after inflation.

helm Ost, an economics adviser to Chancellor

Finance Chief Seeks to Widen **Indian Reforms**

By Kevin Murphy

International Herald Tribune
NEW DELHI — Finance Minister Manmohan Singh, having masterfully survived a major financial scandal and riding a groundswell of popular support, is pressing the ac-celerator on India's economic liberalization drive.

Several major economic moves are expected to be unveiled in the middle of February, incloding tax cuts, increased opening for imports

and foreign investment, cost-cutting, and enhanced privatizations.

This budget has to be an acceleracoo of the reform process," said Mr. Singh, who was presented with a mandate for greater change earlier this month by Prime Minister P. V. Narasimha Rao. "We cannot stand still."

At the same time, Mr. Singh is turning India's attention toward the successful fast-growing economic of East Asia.

India's current push to broaden reform comes less than three years after economic crisis prompted Mr. Singh and Mr. Rao's governing Congress (I) Party to make radical changes to an inward-looking economy that was quickly going broke. Now the country's exports are

surging, the rupee is partly conven-ible and strengthening, and foreign investors are scrambling for a stake in mushrooming local businesses via stocks or direct investments in sectors only recently opened to them.

Moves to reduce tariffs and tax-

es, reform antiquated banking and financial systems, privatize parts of the massive public sector, and disbut he said that Singapore would move cautiously, starting with only about 2 percent or 3 percent of the trimmed inflation and sourced in the said that Singapore would move cautiously, starting with only about 2 percent or 3 percent of the reserves as it identified and the said that Singapore would move cautiously, starting with only about 2 percent or 3 percent of the reserves as it identified and that Singapore would move cautiously, starting with only about 2 percent or 3 percent of the reserves as it identified and that Singapore would move cautiously, starting with only about 2 percent or 3 percent of the reserves as it identified and that Singapore would move cautiously, starting with only about 2 percent or 3 percent of the reserves as it identified and that Singapore would move cautiously, starting with only about 2 percent or 3 percent of the reserves as it identified and starting with only about 2 percent or 3 percent of the reserves as it identified and the reserves are in the reserves as it identified and the reserves as it identified and the reserves as it identified and the reserves are in the reserves as it identified and the reserves as it identified and the reserves are it identified and the reserves are in the reserves as it identified and the reserves are in the reserves as it identified and the reserves are in the reserves as it identified and the reserves are in the reserves as it identified and the reserves are in the reserves are in the reserves as it identified and the reserves are in the reserves as it identified and the reserves are in the reserves as it identified and the reserves are trimmed inflation and spurred annual economic growth of 5 percent. Mr. Singh said his government.

Whoever expects a 5.5-6.5 percent increase in pay when tens of thousands of people are out of a job lives in cloud-cuckoo land," said Friedwhich only recently galoed a majority in parliament, was in its strongest position yet to attack the vested interests blocking further re-More important in this year's talks is an ideological debate over issues central to Job security and the future strength of the German forms. "If we look at the results of various opinion polls, there is the broadest possible support for that this process can go only in one See SINGAPORE, Page 10 Employers seek a license to introduce an

direction. There is no prospect of these changes being reversed. But the man most closely identified with a changing India must balance the need for further restructuring against the demands of the nation's enormous underclass. At the same time, he warned

against unrealistic expectations of "Big Bang" style budget.
"I am confident any informed observer of the Indian economy knows India's potential, India's problems

See INDIA, Page 10

Singapore To Expand In East Asia

By Michael Richardson

SINGAPORE - Lacking space of its own for economic expansion, Siogapore plans to invest a growing proportion of its foreign-exchange reserves, currently worth about \$46 hillion, in the fast-growing Asia-

Pacific regioo.

Prime Minister Goh Chok Tong,
who returned Sunday from a visit to India, said that under a new strategy the government would probably invest 30 percent to 35 percent of the reserves in the emergiog economies of the region over the oext 10 to 15 years.

But he said that Singapore would Uotil recently, Singapore's poli-cy was to invest its national reserves in relatively safe blue-chip

investments and bonds in developed countries. Analysis said that much of the oew flow of Singapore capital was likely to go to India, Vietnam, Bur-ma, Cambodia and Sri Lanka, as

See GERMANY, Page 10

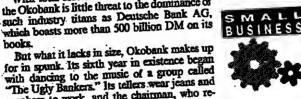
Frankfurt Bank Tries **Unusual Selling Point: Political Correctness**

By Brandon Mitchener

FRANKFURT — The interest is substandard, deposits are not insured and its headquarters looks like a school cafeteria, but the clients of Frankfurt's Okobank wouldn't have it any other way.

Founded in 1988 to promote socially and environmentally correct investing, the small, renegade bank has discredited critics who said it would never turn a profit and has branched beyond Frankfurt to make an impact throughout Germany.

With total assets of 200 million Deutsche marks (\$115 million), the Okobank is little threat to the dominance of such industry titans as Deutsche Bank AG, which boasts more than 500 billion DM on its



sneakers to work, and the chairman, who recently turned 33, sports a ponytail. At the bank's main office in Frankfurt's laid-back Bornheim district, a vine labeled "money" frames the entrance to a bright, warm, room where children play in a corner while their parents talk money at a long, wooden table encircled by wicker chairs. A sign at the door reads "Please Don't Smoke," the coffee machine brews an the door reads "Please Don't Smoke," the coffee machine brews an analysis bland and a sticker on the only cash register plues an organic blend and a sticker on the only cash register plugs an environmentalist partisan army named "Robin Wood."

"Our clients' association with the bank is much stronger than others' with theirs," said Jutta Gelbrich, a charter member who writes the bank's newsletter, attempting to explain the noninstitu-

To traditional bankers, the Okobank and its clients are fanatics, more interested in making a statement than making money.

Some clients screamed "Sellout!" when the bank started advertising new time deposits paying the going interest rate. Two thirds of its 30,000 clients pay to become members of the bank, which is legally a cooperative, not a company. Most forsake high returns on deposits in exchange for the knowledge that their money won't be used to find "arms attentic energy or apartheid" according the rechibitions fund "arms, atomic energy or apartheid," according the prohibidons listed in the bank's motto. Others forsake interest altogether.

Founded by leaders of Germany's militant peace movement just before the Cold War ended, Okobank lets its members decide where their money is invested. Special investment funds sponsor projects ranging from a bike shop to a carpentry school for women.

One of the bank's biggest borrowers is Gepa, a company than promotes "fair trade" (as opposed to free trade) by funding cooperative farms and workshops in Third World countries and selling the wares they make in Europe for guaranteed prices. "Their goal is to create a parallel market in commodities like coffee that are independent of swings in world market prices," Mrs. Gelbrich explained. Borrowers lucky enough to pass the bank's grueling correctness tests usually pay a few percentage points lower interest than a normal commercial bank would charge.

But while unarguably good for borrowers, the bank's philosophy of providing a discount at one end by denying interest at the other has come under attack from many who would otherwise support it. Lother Witte, a management consultant who launched the Okobank idea in 1983, distanced himself from his creation soon after and

now complains that it has become a charity.

They should provide discount loans out of the profits they carn, not by asking depositors to give up interest," he said. "That dooms them to a niche existence." Though he still maintains an account at the bank, Mr. Witte said it

Though he still maintains an account at the bank, Mr. Witte said it needs to become more professional by limiting the influence of "the atopians, fundamentalists and alternative freaks" in its ranks.

Mrs. Gelbrich, citing a steady rise in the number of clients, said the bank can afford to remain confronted with that dilemma as long as depositors who forsake interest demand to influence how their money is invested. "People want to see that something really good

happens with their money," she said. Articles in this series appear every other Monday.

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U.S. Machine-Tool Orders Up Steeply

NEW YORK (AP) — Manufacturers' orders for machine tools rose sharply in December from the previous month, riding the economic recovery to significant gains for the year.

The Association for Manufacturing Technology reported Sunday that machine tool orders rose 37.4 percent to \$319.1 million, reversing a drop of nearly 4 percent in November to \$232.3 million. December orders were up 548 percent from the \$206.2 billion reported for December 1992. For the year, machine tool orders rose 32.2 percent to \$3.28 billion, from 52.48 billion in 1992

"December was the best month of the fourth quarter for a majority of the machine tool builders," said the association's president, Albert Moore.

Profit Rises 1.8% at South China Post

HONG KONG (Bloomberg) - South China Morning Post (Holdings), he Hong Kong newspaper group controlled by Malaysian-Chinese businessman Robert Knok, said that its aftertax profit rose 1.8 percent to

businessman Robert Knok, said that its aftertax profit rose 1.8 percent to 258.4 aillion Hong Kong dollars (\$33.1 million) in its financial first half ended Dec. 31. Sales rose 11 percent to 590.5 million dollars.

The company, which publishes Hong Kong's largest-circulation English-larguage daily, the South China Morning Post, said that despite increasing competition it remained in a dominant position. On Tuesday, the mental Press Group is scheduled to begin publishing Hong Kong's thirl English-language daily, the Eastern Express. The other English-language newspaper is the Hongkong Standard.

Analysis say that SCMP's costs have risen in recent months as it presents to fight off the new competitor. It has raised wages for some of its jurnalists to prevent them from defecting to the rival, has revamped some sections of the paper and has introduced special promotions.

some sections of the paper and has introduced special promotions.

Enbattled H.K. Insurer is Upbeat

iong Kong (Bloomberg) — Hong Kong's second-largest life instance concern, National Mutual Asia, says that it has managed to rein around 2,800 of its 3,300 sales agents despite an alleged smear

capaign intended to discredit the company.

The 85 percent of the agents retained is up from an estimate of 75 recent given by the company, which is controlled by Australian insursec group National Mutual Life, in the middle of last week.

National Mutual has sued its former chief executive, Andrew Yang,
ad three other former employees for the alleged campaign to damage the
ampany. It said that anonymous faxes were sent to newspapers in

ustralia and Hong Kong in recent weeks questioning the parent compa-y's commitment to the Hong Kong operation and the group's financial thability. Mr. Yang resigned from National Mutual Asia on Jan. 20.

Ekran Wins Malaysia Dam Project

KUALA LUMPUR (Combined Dispatches) — Ekran Bhd. has won approval from the Malaysian government to lead a consortium that will build a 15 billion ringgit (\$5.5 billion) hydroclectric power generating facility at Bakun in Sarawak state, the company said.

The 2,400-megawatt project will take 10 years to complete. Ekran will living the Sarawak state grows agreement to take a stake of more than 50

invite the Sarawak state government to take a stake of more than 50 preent in the project. Ecologists criticize the plan because it will involve the clearing of 200,000 hectares (495,000 acres) of forest.

The project will involve the construction of a dam and lake covering 1,000 hectares and transmission of electricity through submarine cables from Sarawak on Borneo Island to Johore in peninsular Malaysia, 650 hometers (400 miles) away, Ekran said.

(Bloomberg, Reuters, AP)

Green Point Savings Issues Stock

NEW YORK (NYT) — After surviving a hostile takeover attempt, a lif-dozen lawsuits and a government rebuke, the Green Point Savings lak has gone public, issuing \$804 million in stock just hours before a sticel deadline.

itical deadline.

It was the largest initial public offering by a bank or savings institution It was the largest initial public offering by a bank or savings institution in the last 20 years. As expected, the stock, which was sold to depositors fishe last 20 years. As expected, the stock, which was sold to depositors from Point's 53.6 million shares changed hands after the stock began triling about 1:30 P.M. The shares jumped 27 percent, closing at \$19. The trading was anthorized when a three-judge panel of the United Stees Court of Appeals for the 2d Court lifted a temporary restraining over issued by a lower court. That ruting had been in a suit brought by over issued by a lower court. That ruting had been in a suit brought by over issued by a lower court. That ruting had been in a suit brought by over issued by a lower court.

for the Record

Piktington PLC, the British glass maker, said it plans to lay off another

Diworkers, bringing to 500 the shrinker of layoffs by the company in the

(Bloomberg) pst four months, the BBC reported.



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WORLD STOCKS IN REVIEW

Amsterdam AMSTERDAM - Interest-rate concerns prompted caution among investors on the Am-

sterdam share market last week. The CBS all-share index was slightly lower at 289.70 points, down from 290.40 on the previous Friday, a fall of barely a quarter of a percent.

Interest-sensitive stocks initially were weak, in particular financials ING and ABN-Amro, and the property investment funds. However, these stocks made up for most of their losses on reports of strong U.S. growth and low inflation. On balance, ABN-Amro was up 50 cent at 70.70 grilders. ING lost just 1 guilder at 87.80 guilders. Fokker was sharply higher on new orders, up 12 percent at 24.70 guilders.

Frankfurt -

Prices rose last week, although investors were nervous and mable to discern a trend. The DAX index finished the week at 2,133.47 points on Priday, up by 2.79 percent from the previous Friday's close of 2.075.61. Volume fell to 47.47 billion DM from 52.45

Deutsche Bank gained 14.50 DM on the week to finish at \$13.50, Dresdner Bank three to 418, and Commerzbank 8.50 to 366.50. Allianz insurance gained 51 marks to end at 2.757. Siemens was up 9.60 DM to 715, but troubled group Metaligesellschaft was unchanged at 238 DM.

Profit-taking cut about 1 percent off the Financial Times-Stock Exchange 100-share index last week as investors cashed in on recent gains. The FT-SE 100 fell 36.8 points, to 3,447.4 points. The market rallied from steeper losses on Friday, following a sharper-than-expected rise

in U.S. gross domestic product in the fourth quarter of 1993.

The retail sector was hard hit with Sainsbury. the leading upermarket chain, down by 67 pence on the week to 393 pence after announcing Friday that it was writing off £365 million

because of real estate depreciation. W.H. Smith, which announced an 11 percent increase in its half-year profits, fell hy 30 pence to 515 after its chairman made cautious comments about the outlook for the sector.

Oil shares were weakened by a negative note from Kleinwort Benson, Lasmo fell six pence to 124 and BP lost 11.5 pence to 367.

The Mibtel index rose sharply last week, pushed up by foreign investors and the hope of an economic upuum. Positive political news also helped fuel the positive mood, with the market rising by almost 498 points to 10,362, a gain of nearly 5 percent.

Telecommunication stocks attracted foreign interest, with Sip gaining 9.61 percent to 3.935 and Stet rising 4.20 percent to 4,486 lire. Fiat, on the verge of announcing its 1993 earnings, rose 3.59 percent, 4,561 lire.

The Bourse rose during thin trading last week as the market took time out after strong recent rises. The CAC 40 index finished at 2,313.17

points, a 3.08 percent rise and 69.2 points ahead of the previous week's final figure.

The market has still not picked up pace after huge rises in December and was hoping for Bank of France moves on interest rates.

LVMH remained in strong demand, gaining 1.19 percent on Friday thanks to a statement by its chairman that an acquisition will take place in the luxury products sector in the coming

years. Michelin jumped 4.08 percent and Peugeot 3.39 percent.

Singapore

Prices rose last week, with the Straits Times Iodustrials index up 18.34 points to close at 2,300.07 points, a gain of 0.8 percent, while the hroader-based All-Singapore SES index added 2.23 points to finish at 597.90. up 0.37 percent.

Dealers said it was a week of volatile trading with share prices fluctuating in tandem with the price movements in Malaysia. Malaysian shares traded here also dropped sharply on rumors that the central bank was taking steps to stop speculation in the rioggit.

Tokyo

Prices fell on concern about political uncertainty. The Nikkei Stock Average of 225 selected issues fell 549.55 points, or 2.8 percent, to 18,757.88 points after rising 333.73 points the previous week.

The Nikkei 225 pluoged 5 percent on Mon-day, its steepest one-day slide in almost twoand-a-half years. Brokers said the slump was mainly due to players' concerns about last week's parliamentary rejection of political re-form bills and a delay to a long-awaited economic stimulus package.

Zurich

Swiss stocks ended higher last week on hopes that interest rates could be cut soon. The Swiss Peformance Index gained 50.97 points to finish on 1,986.62 a rise of 2.6 percent.

on 1.980.0 ⊥ a rise of ⊥0 percent.

Roche was in strong demand among English and German investors after an optimistic press report on the group, its price jumping 445 to

Nestle, helped by an improvement in international exchange rates, gained 83 to 1,406.

Codelco Says Error Cost It \$200 Million

حكذا من الأصل

Compiled by Our Staff From Dispatches SANTIAGO — Stung by incorrect futures trading. Chile Copper Corp. on Sunday raised to \$200 million from \$100 million its earlier estimate of losses and said its prob-lems included gold and silver as

well as previously announced copper contracts. Codelco's president. Alejandro from copper futures contracts has ation and made, he thought, a secbeen raised to \$150 million from ond profit," said the executive. \$100 and the estimated loss from gold and silver futures amounts to \$50 million.

Codelco is the world's leading copper producer. It accounts for 6 percent of Chile's gross domestie product and 19 percent of exports

Last week, the company reported that a futures trader, deputy sales manager Juan Pablo Davila, was under arrest, and that his ini-tial misreading of a futures transaction on his computer screen could cost the company a third of its estimated 1993 earnings of \$470

million before taxes.

According to Mr. Noemi, Mr. Davila, who headed the company's futures department, made a mis-take in executing a futures contract in September and began to lose money while he thought he was

making money. Codelco uses futures to hedge

against swings in the price of cop-per. However, Mr. Davila also was allowed to speculate on the price of copper up to a limit of 20,000 tons, or \$1 million in losses. If losses on a futures contract exceeded \$1 million, he was required to register the loss immediately.

"That wrong position oo his computer was then showing prof-Noemi, said the estimated loss its so then he made the same oper-

Almost five weeks later Mr. Davila realized that what he thought were profits of 530 million to \$40 million were in fact huge losses. He began to hide the information, while continuing to bet on copper prices, hoping to reverse the losses, said the Codelco executive.

"We are pretty certain that there is no fraud," the executive said.
"He was just hiding the positions and then he opened new positions to make up the losses. But that also went wrong, because he took a view of the market and prices went against that view," he said.

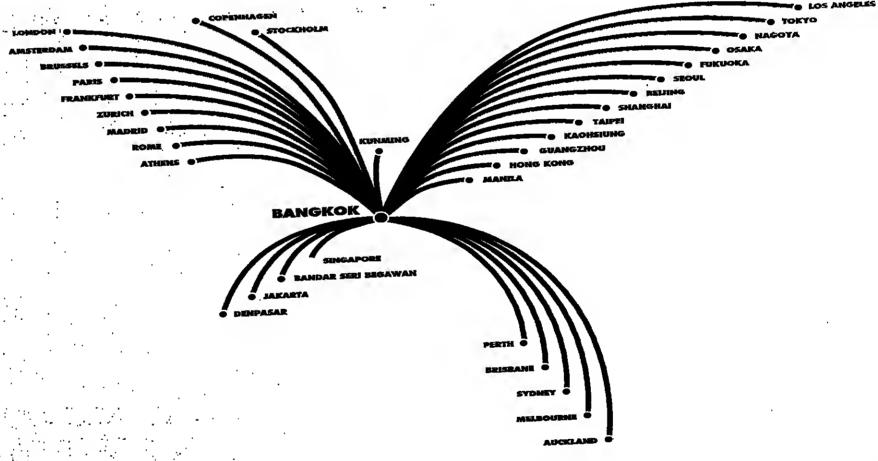
At the request of President Patri-cio Aylwin, the Supreme Court has appointed a judge to lead the investigations into the irregularities. Price Waterhouse & Co. in Sanu-

ago is helping Codelco in its internal vestigation.

(Reuters, Bloomberg)



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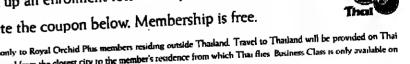
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Bear Stearns Company	\$100	2004	%	100		Below 6-month Libor. Meremen interest 5%%. Noncollable Fees 0.375%, Denominations \$100,000. (Beer Secure Int.)
Commonwealth Bank Australia	\$100	1995	0.60	100	_	Over 3-month Libor, if within defined range. Noncallable Fees not disclosed. Denominations \$10,000, (Salamon Brother
Crediop Overseas Bank	\$200	1999	0.15	99.65		Ini ¹ 1.) Over 6-month Liber. Noncollable. Fees 0.20%. (CS Fire Boston.)
Credit National	\$250	1997	libor	99.77	_	Interest will be the 3-month Libor. Callable at par from 1996 Fees 0.15%. (CS First Boston.)
General Bectric Capital Corp.	\$100	1997	0.20	100		Interest pays 91-day CETES plus 0.20%, Noncollable. Fee 0.25% (Kidder, Paolady Int'l.)
Ontario	\$2,000	1999	Libor	99_595		Interest pays 3-month Libor Flat. Noncollable ers Int L.
Union Bank of Finland	\$100	1997	¼	99.945		Over 3-month Libor. Noncollable. Fees 0.125%, Denomina hors \$100,000. (Chemical Investment Bank.)
HMC Mortgage Notes 11	£100	2021	14	100	_	Over 3-month Libor. Reaffered at 99.925. Callable at par in 1997. Fees not disclosed. Denominations £100,000. Behman Brathers Int1.]
National & Provincial Building Society	£150	1999	0.10	99.98		Over 3-month Libor. Collable at par from 1998. Fees 0.15% Denominations £100,000. [Goldman Sachs Inf L]
SBAB	y 15,000	1999	Libor	99.85	_	Interest pays 3-month yen Libor Rat. Noncallable. Fees 0.20% (Daiwa Europe, Fuji Int'l Finance.)
SBAB	y 15,000	1999	0.20	99.70	_	Interest is 3-month yen Libor plus 0.20%. Movimum interest is 4.70%. Noncollable. Fees 0.20%. (Doiwa Europe, Fuji Int Finance.)
Txed-Coupons						
Caisse Nationale de Crédit Agricole	\$100	1997	ZĒTO	101	_	Reoffered of par, Redemption amount at maturity will be linked to the performance of the Mong Kong stock index. Fee: 11/7%. (IBJ Int'L)
Eletrobras	\$150	2002	8%	99.99	_	Semanually, Nancollable, Fees 1%, Denominations \$10,000 (Namura Int'l.)
Osterreichishe Postparkasse	\$100	1995	41/2	100	-	Interest will be AHM for each day 3-month tedion line Libor is between 71/1% and 9% for the first 6 months, and between 61/1% and 81/1% for the second 6 months. If Libor is outside of these levels, no interest is paid. Noncollable. Fees 0.15% (Creditanstath-Bonkwein).
Standard Credit Cord Master Trust	\$750	1999	4.65	99.858	_	Noncellable, Fees 29/%. Also \$48 million of notes paying 4.85% and priced of 99.871, (Citibank.)
LKB Baden- Wuerttemberg Finance	DM 750	2008	61/2	103.20	-	Reoffered at 100.60. Noncollable, Fungible with autstanding issue, raising total amount to 2.25 billion marks. Fees 29% (J.P. Margan.)
BOC Group	£125	2004	61/4	100.915	_	Reoffered at 99.29, Noncollable, Fees 2%, (CS First Boston.)
Rothschild Continuation Finance	£125	perpt	9	99.989	_	Collable from 2004 of por, Fees 0.75%. (Hoore Govett.)
Bayerische Landesbank	FF 500	2002	Zefo	100	_	Issue will be split into a zero bond and a bond poying 24% Redeemable from 1995, Redemption concent of moturity will be finled to the performance of the CAC 40 stock index, Fee- not disclosed. (Caiste des Dépots et Consignations.)
Caisse Centrale de Crèdit Immobilier	rf 2,000	2002	6	97.92	_	Noncollable, Fees 0.35%, (Coisse des Dépots et Consignations.)
DSL Finance	FF 1,500	2004	5¾	98.67		Noncolloble, Fers 0.325%, (Dautsche Bank.)
Aegon	OF 250	1999	51/4	1001/4		Reoffered at 99%. Noncallable. Fees 1%. (ABN-Arra.)
Austrio De Nationale Investeringsbank	OF 1,000 DF 500	2024	6¼ 5¼	98.80 100.17	_	Reoffered at 98.15. Noncollable. Fees 1%. (ABN-Amra Bank.) Reoffered at 99.42. Noncollable. Fees 1%. (ING Bank.)
LKB Baden- Wuerttemberg	m. 300,000	2004	7.80	101%	-	Noncolioble. Fee: 2%. (Credito Itoliono.)
Finance Suedwest LB Capital	m. 150,000	2004	8	101.80		Noncollable, Fees 2% (Banca di Rome.)
Markets Ekropet Ferne	CV 1 FAA	200	171	00		Name II II Francisco Maria
Eksportfinans Nordic Investment Bank	sk 1,500 sk 1,500	2004 1999	61/4	99,296 99,416	=	Noncollable, Feet 0.875%, (Merrill tynch Int'L) Noncollable, Feet 0.375%, (Merrill tynch Int'L)
Abbey National Treasury Services	Cs 200	2004	6%	101,355	-	Reoffered at 99.705, Noncollable, Fees 2%, (Solomon Brothers Int'L)
Heloba Finance	CS 200	2004	61/2	100,445		Reoffered at 98.77. Noncollable, Fees 2%, [Daiwa Europe.]
Ontario	cs 1,250	2024	71/2	98.42	_	Semionnuolly, Noncollable, Fees 0.45%, (Goldman Sachs Int'l.
News America Holdings Treasury Corp. of	Aus\$ 150	2014	8% 6%	100		Semionneolly, Noncollable private placement. Fees not dis- closed. (Merrill Lynch Int'l.) Reoffered of 99.63. Noncollable, Fees 174%. (Swiss Bank
Victoria Equity-Linked						Corp.
Industrial Credit & Investment Corp. of India	\$175	2000	open	100	-	Coupon indicated at 2% to 36%. Noncollable, Convertible at an expected 13 to 18% premium. Fees 26%. Terms to be see Feb. 4, (J.P. Morgan Securities.)
Itochu Fuel	\$150	1998	11/2	100	_	Noncollable. Each \$10,000 note with two warrants exercise into company's shares at an expected 25% premium fees 25%. Terms to be set feb. L. (Mikko Europe.)
Kissei Pharmaceutical Co.	\$100	1998	1%	100	_	Nancallable. Each \$5,000 note with one warrant exercisable into company's shores at 5,935 yen par share and at 113.20
Paul Y-ITC Constructions Holding	\$100	2001	5	100	_	yen per dollar. Fees 2½%, (Daiwa Europe.) Noncallable. Convertible at HK\$2.90 per share and at HK\$7.723 per dollar. Fees 2½%, (Peregnne Capital.)
PIV Investment Finance	\$200	2000	41/2	100		Semiannually. Callable of par from 1997, Convertible of HK\$24 per share and at HK\$7,7235 per dollar. Fees 24/% (Margan Stanley Int'l.)
Tanayong Public Company	\$125	2004	open	100	-	Coupon indicated at 3½ to 4%. Radeemable in 1999 to yield 1 to 2 over Treasuries. Convertible at an expected 10 to 15% premium. Fees 2½% Terms to be set Feb. 2, (5wiss Bank Corp.)
United Engineers	\$200	2004	open	100	_	Semiannual coupon indicated at 2 to 25/%. Redeemable in 199 to yield 5,04%. Convertible at an expected 15 to 18% premium, Fees 24/%. Terms to be set Jun. 31. [Margan Stanley
Danisco	DK 1,000	2004	5	100	_	Intl.) Noncallable. Convertible at 12.60 kronor per share, a 20% pramum. Fees 25%. (S.G. Warburg Securities.)

Aluminum **Producers** three-year Treasury note ended the week un-NEW YORK - Long-term bonds are reap-Accept Cuts

Compiled by Our Staff From Dispatches

BRUSSELS - The world's major aluminum producing nations have agreed on a plan to trim a glut of the netal on world markets, the European Commission said Sunday.

The plan is likely to lead to a cut in world production of about 10 percent, or between 1.5 million and 2.0 million metric tons, said Peter Guilford, spokesman for the Euroean Union's trade commissioner, Sir Leon Brittan. Western industry and been seeking cuts of this magnitude.

The agreement was formulated luring negotiations earlier this month involving the United States, Russia, Australia, Canada, Norway, and the European Union. The commission said all parties had accepted a memorandum of undertanding arising out of the talks.

A surge in aluminum exports from Russia has led to a 40 percent frop in aluminum prices, analysts aid. The collapse the arms indusries in the former Soviet republics orced producers to seek markets

"Under the EU plan, Russia has greed to restructure its aluminum ndustry and other countries expressed willingness to help the Russians do so," Mr. Guilford said. The EU, be said, will help pay some of the costs of cutting Russian proluction.

Russia has agreed to slash its production by 500,000 tons and companies in the other major producing countries will make their output they will cut, Mr. Guilford

Mr. Guilford said companies will want to reduce output as "it's in everyone's interest to cut back" n order to stabilize prices. Aluminum Co. of America and

Alcan Aluminum Ltd. of Canada, two of the world's largest alumi-num producers, blame the surge in Russian exports for declining profit in the fourth quarter of 1993. The European Commission said

he United States was reviewing 'legal requirements" relating to the nemorandum, an apparent reference to Washington's concern bout infringing on its anti-trust

Aluminum prices had risen to a ix-month high on Friday in anticination of the agreement. The aluminum producers will

meet again in Canada on Feb. 28 to eview the market situation. (Reuters, Bloomberg, AFP)

Iran Oil Sales

Fell Sharply in

Last 10 Months

Agence France-Presse

TEHRAN - Iranian oil ex-

port revenues during the last

10-month period were 20 per-

cent below government projec-tions, Oil Minister Gholamreza

Aqazadeh was quoted as saying

Mr. Aghazadeh said crude

sales amounted to \$11.4 bil-

lion during the period from

March 20 to Jan. 20, or \$2.8

Iran had expected to earn

\$17 billion from oil exports for

the full year ending this

March, but several Western

energy specialists here said the

country's oil sales probably would not exceed \$13 billion.

The specialists said Iran had

been forced to sell every barrel

of crude for less than \$10, compared with \$16.5 set out in

in the budget. Mr. Aqazadeh said produc-

tion capacity had been raised to

4.2 million barrels per day.

billion less than expected.

in newspaper reports Sunday.

Long-Term Treasuries Forge Ahead

ing the benefits of quiescent U.S. inflation, although shorter-term issues are lagging because of concern that the Federal Reserve Board eventually will push up interest rates.

Although the bellwether 30-year Treasury bond finished Friday at a yield of 6.21 percent, down from 6.28 percent a week earlier and the lowest close in five weeks, there was concern about the Fed's intentions. The magazine Business Week, in an issue that reached subscribers Friday, quoted a central-bank source as saying that some members of the Federal Open Market Committee were becoming concerned about the Fed's inaction.

The report said the FOMC, the central bank's policy-making body, might consider pushing up the federal funds rate on overnight interbank loans to 3.25 percent as early as this week. Fed funds have traded at about 3 percent

since September 1992. With these fears of a short-term rate rise, the changed, yielding 4.36 percent.

Some analysts questioned whether the long-term-bond rally had gone too far and said data due this week might indicate an economy too

strong to sustain such low interest rates. The U.S. CREDIT MARKETS

market was not swayed by the Friday report from the Commerce Department that gross domestic product grew 5.9 percent in the fourth quarter, the lastest pace in six years.

One reason for the lack of concern about inflation was that the report said the Commerce Department's broadest measure of inflation, the GDP deflator, rose just 1.3 percent in the fourth quarter, down from 1.6 percent in the third and the smallest quarterly increase in more than 25 years.

A strengthening economy often brings infla-tion. But bond investors are betting that the current growth translate into rising prices. "While it is entirely likely that the rate of

data that the economy will comply with the bopes of the investor base," cautioned Thomas Sowanick, chief fixed-income strategist at Merrill Lynch & Co.

Mr. Sowanick took a critical view of the wonderful world of economic growth without inflation, declining federal deficits, next-to-zero private credit growth," that U.S. financial markets seem to currently share.

Two reports likely to affect the credit market this week are the National Association o Purchasing Management's manufacturing survey for January, due Tuesday, and the U.S. nonfarm payrolls for January, to be released on Frday.

"People right now are expecting a reasonably solid economy and slow inflation," said Curt Hollingsworth, who manages \$3 billion is government bond funds at Fidelity Investments. the nation's largest mumal fund company. "We think inflation is going to be around 2 percent. That's why we're still fairly bullish."

(Bloomberg, Knight-Ridger)

The Week Ahead: World Economic Calendar, Jan. 31 - Feb. 5

tule of this week's economic and financial events, complied for the interna-tional Herald Tribune by Bloomberg Bus-

Asia-Pacific

Jess. 31 Beijing Amgen Inc., world leader in biotechnology for medical treet-ment, opens office in Beijing.
Beijing J. P. Morgen & Co.'s chairmen, Dennis Westhorstone, opens representa-



Hong Kong Texas Instruments Asia

Tokyo Government to convene ordinary parliamentary session.

Tokyo December housing starts and

Tokyo Décember housing starts and construction orders.

Earnings expected IHO Holdings, Keng Fong Sin Kee Construction, Koeonic International Holdings, Machattan Card Co., San Miguel Brewery, Shun Cheong Holdings, Stelux Holdings,

Fab. 1 Hong Kong First issue of Eastern Express, Hong Kong's third English-language daily.

Tokyo October-to-December office consumers ratio and office rent floures.

mey ratio and office rent figures. Inglos, Mew Zealand Third-querter s domestic product, grass domestic product.

• Pab. 2 Hong Koog Shares in printed circuit board and leminates maker Nam Hing Hoadings begin trading on Hong Kong Stock Exchange tollowing its Initial public offering of sheres.
Tolgro Japan vice ministrial-level gent eral meeting. Through Feb. 5.

clad this week Franklust December M-3 money supply from tourth quarter bees. Forecast: Up 7.2 percent. Medrid December trade belance. Fore-

Redrid December trade beland test: 184.5 billion peseta delicit. Man January consumer price oracest: Up 4.2 percent. tion. Forecast: Up 7.2 percent.

Franklart December manufacturing out-put. Forecast: Up 0.5 percent.

Brussets January unemployment rate.
Forecast: 14.2-percent.
Copenhages December unemployment rate. Forecast: 12.5 percent.
Franklart December manufacturing or-ders. Forecast: Up 0.2 percent.

a. January 23. Ameterinam 1933 ratell • Jan. 31. A

sales.
London Jenuary M-0 money supply pro-visional, Forecast: Up 0.7 percent in month, up 5.8 percent in year.
Perts. January survey of business.
Parts. December unemployment rate.

Forecast; 12,1 percent.

Feb. 1 Amsterdan is January unemployment data. Loadon January official reserves. Fore-cast £77.5 million.

Feb. 3 Ameterdam October car

sales.
Frankfurt Bundesbank council meeting.
• Feb. 4 Loadon Desember full mon-stary statistics, including bank and build-ing society belence sheets.

The Americas

 Jan. 31 Washington Personal in-come and spending for December. come and spending for December. New York Physi tender offers from Viscom Inc., and QVC Network Inc. for 80.1 percent of Paramount Communications Inc. stock expire at midnight EST. Houston Continental Airlines expected to announce expansion of the low-lare, short-haul service it initiated last October. Lissa Peru receives bids for 19.9 percent for Compania Perusina de Talétonos and 35 percent of Empresa Nacional de Telecomunicaciones. Telecomunicaciones.
Semilago Chile's state-owned Corpora-ción de Forsento de la Producción selle the zino producer Emprisas Minera Aysen. Outlook: Corlo expecta to receive \$40

million for the company.

Officers November rest gross domestic product at fector oast by inclusivy report. Detroit Deniel R. Smith, chairman First of America and head of the Amer

Bankers Association, to address the Eco-nomic Club of Detroit on future of bank-Earnings expected Alleghery Ludium Corp., BCE Mobile Communications Inc., Central Maine Power Co., Consolidated Detailment Individual Freightweys Corp., Nipsco | Provens Foods., Springs Indus ley Works, Sterling Software It

ley Works, Sterling Software Inc., Unocal Corp., Upjohn Co., Wheeling-Pittsburgh Corp., Wm. Wrigley Jr. Co., Xerox Corp., Zentis Corp., Zapata Corp. o Pela 1 Temps, Arizona National Association of Purchasing Management renames index for Jenuar

sees index for Jenuary. New York Deadline for final bids for Par-Realtors reports its fourth quarter hous-ing affordability index. Washington Construction spending for

Docember,
-freine, California ICN Phermaceuticals
Inc. annual shareholders meeting, including vote on stockbroker Rafi (charte bid to
unsest Chairman Millian Panic and Incumberit state of directors.

Les Angeles Encore Media Corp. leunches first new premium cable service in more than a decade. New York Piper Jathey opens two-day conference with presentations by SciMed Life Systems, Meditronic, Heart Technol-

ogy and 26 other companies that make cardiovescular-related products. Ington American Petroleum Institute tissues weekly report on U.S. petro-leum stocks, production, imports and re-finery utilization. Earnings expected American General Corp., Blockbuster Entertainment, East-man Kodak Co., Johnson & Johnson,

Knight-Ridder, PepsiCo Inc., Polaroid Corp., Reebok International Ltd., Ten-

bills to drop from 10.48 per

Sentiago January Inflation, Outdook: 49
0.9 percent.
New York: USX Corp. expected to sel
4.5 million shares of its U.S. Steel Group

Chicago Mezde, Mitsubishi, Isuzu and GM's Buick division hold press confer-ences in advance of the Chicago Auto Show that runs from Feb. 5-15.

Earnings expected: Avon Products, Con-trol Data Systems Inc., McGraw Hill, Pacifses, Reeders Digest Ast Uon, Ryland Group Inc., Spaghetti e, Sprint Corp., USG&F Corp

. Feb. 3 Wanhing

atate unemployment compensation insurance ctaims.

Washington December factory orders.

Detroit Top automakers to report U.S.
sales of new cars and trocks for January.

Busios Aleas January initiation. Outlook: Up 0.3 percent.

Chleago Porache, Toyota, Honda and Ford hold press conferences in advance of Chicago Auto Show. Ford expected to unveil new lessing plan for used vehicles. Earnings expected Cenadien Tire Corp., Colgate-Paimolive, Coming Inc., Dexter Corp., Eli Lilly & Co., General Inetrument, General Signal, ITT Corp., Jef-terson-Pifot Corp., Primey Bowes Inc., Ref-ston Purina Co., Reliance Electric Co., Rubbernaid Inc., Snap-On Tools Corp., Textron Inc., Times Mirror Co.

ployment: Washington Federal Reserve System reports on commercial and industrial loss

reports on commercial and industrial loss activity.
Chloago Chrysler, Suberu and Genare Motors' Pontiac, Chevrolet, Oldsmobil and Cadillac divisions hold press conte ences for Chloago Auto Show.
Esmings expected American Watt Works, Correct Computer Corp., Penol acot Shoe, Sheller Components.

Price of 33% free

Compiled by Our Staff From Dispatch

ment said it would sell a 33 perent

stake in Istituto Mobiliare Italino

SpA on Monday at 10,900 ire (\$6.40) a share.

33 percent of the bank's equity, nd

that the price would be betten 9,800 and 11,000 lire a shar It

waited until just before the saloe-

The sale begins Monday and eds

gan to announce the exact price

Friday, though it could be clied

early if there is adequate demanding

December, the government cled

the sale of its stake in Credito/a-

liano SpA two days early becau it

only strong, it is also of excelnt quality, said the Treasury's dic-

er equity of 6.963 trillion lire and

Based on IMI's earnings of 4

(Bloomberg, Reute)

"Demand for the shares is of

was six times oversubscribed.

MILAN - The Italian govin-

Italy Sets

SINGAPORE: Investing Abroad INDIA: Continued from Page 7 well to such countries as Chins.

Indonesia, Malaysia, the Philip-

pines and Thailand, where its investments already are substantial. Singapore's state-owned DBS \$1.5 billion in 1993. Bank has been granted approval by Indian authorities to set up a branch office in Bombay, said Patrick Yeoh, the bank's president. Under a deregulation program started in 1991, India recently de-

cided to partly privatize banks and allow foreign and local private banks to operate for the first time since the banking sector was na-tionalized in 1969. Singapore, where labor costs are steadily rising, wants to tap India's and government-linked Si

and the purchasing power of its middle-class, which some analysts say numbers 200 million. Until the new branch office

opens later this year. DBS will have a representative office in Bombay, India's main business and financial

Mr. Yeoh said that with a pres-ence in Bombay, DBS would be better placed to finance increasing trade flows between India and Singapore and introduce Indian companies to the Singapore capital market to take advantage of the Faster Change many financial products and services there.

Bilateral trade between the two countries amounted to more than

On Friday in Bangalore, India, Mr. Gob launched Singapore's largest project in that country, a 58acre (23-hectare) information-technology industrial park scheduled to open in 1995.

The project is a joint venture between the Tata group, one of India's largest industrial conglomcrates, the Karnataka state government, and a consortium of private economic growth, low-cost labor, companies. Tata has a 40 percent equity, Karnataka 20 percent and the Singapore consortium 40 per-

> Often called the Silicon Valley of India, Bangalore has attracted many information-technology anies and professionals.

Liew Mun Leong, managing director of L&M group, a member of the Singapore consortium, said that the new park would accommodate about 16,000 people and provide facilities of international standard.

tough policy on state aid to airlines.

The panel apparently has reject-

ed claims by state-owned carriers

that they merit large injections of state aid because they face a cost

disadvantage compared with big-

EU transport ministers will give

the ideas, which will not be bind-

ing, a first airing at an informal

In another development, KLM Royal Dutch Airlines pilots union

said it was considering a slowdown.

meeting in Athens on Feb. 7.

and possibly a strike.

Stock Indexes

open competition.

ger carriers.

Continued from Page 7 and India's capability to tackle them," Mr. Singh said. He added, "We do need much higher growth rates. We need 6 to 7 percent,"

"I know of no country which in the first two years of the program of adjustment-cum-structural re-forms managed to achieve those sort of growth rates," he said. Although he was not implicated in the affair, in late December Mr. The government had alreadyaid it would sell 200 million share or

Singh offered his resignation as fi-nance minister to take responsibility for a massive stock market scancentered on n Bombay. Mr. Rao, encouraged by a dis-

play of widespread public support from the local and international business community for Mr. Singh and his policies, rejected the offer to step down after several days of national debate. "They needed him then," said

Australia's high commissioner to India, David Evans. "And they need him now '

Meantime, India is looking

tor-general, Mario Draghi.
IMI is being divided into 30
million shares. With net sharehd-"Our future is East more than West," Mr. Singh said. "We would like to retain our links with our Sept. 30, the equity per-shards traditional partners. But Asia to-11.605 lire, more than 6 percet day is the center of economic activabove the purchase price. ity and we would like to be a partner in that process."

billion lire (\$265 million) in 19. Still, East Asia's most dynamic the price works out to 752 line share, meaning that the sale prices economic success story, China, is not Mr. Singh's idea of a blueprint. 14.5 times 1992 earnings. Much as I admire the Chinese achievements, we cannot go the

They said the panel would urge a Chinese way," be said. The finance minister also spoke of India's "advantages" in the longmany of which are government-owned, arguing it should be grant-ed only in limited circumstances. er term, notably its strong econominstitutions, its legal system derived from British law and its functioning market economy.

We bave also a constitution and eovernment committed to the rule of law and an open society in which our weaknesses are as visible as our strengths," Mr. Singh said.

that India has changed regulations and international airlines to be-

come publicly held companies.

M Airline Rules Are Relaxed Sunday newspaper reports said to permit its state-owned domestic

Euromarts At a Glance

Eurobond Yleids U.S. S. short term

Weekly Sales

32.00 317.40 72.00 Code

5 Mons 5 Mons 8.305.40 20.267.79 20.460.70 178.00 567.00 241.90 2165.04 644.18 4.957.50 1.063.79 23.284.20 (61.00 UTU 40 1140430 8.04530 Source: Euroclear, Cadel.

Libor Rates

BONDS: The Dollar Paper Chase Balladur Unveils Economic Stimulus Package the side of continuing a policy of

Continued from Page 7

traders said investors responded enthusiastically to a traditional floating-rate note providing a high-

The main feature this week will be China's 51 billion global bond of 10-year fixed-coupon paper. Road shows in the major markets have built tremendous demand for the issue, which is expected to be priced to yield around 85 basis points more than U.S. government paper, and some increase, possibly to \$1.25 billion is likely.

Portugal, an infrequent borrower, also intends to raise up to \$1 billion, but it is unclear whether this will be part of a global bond offering or a domestic issue in the

This week, Portugal is expected to tap the international market for spreads over the German market a global issue of 750 million European Currency Units (\$839 mil- predicted strengthening of the lion) of 10-year bonds. Talk in the mark against European currencies market is that the paper will be fueling expectations of a further priced to yield 30 basis points over cut in German interest rates. But the benchmark French government Ecu paper, which currently returns buying short-dated mark paper.

While the German market performed badly this month — yields backed up about 17 basis points. making government bunds one of the four worst performing markets in the J. P. Morgan calculations analysts are beginning to tout the Deutsche mark sector. The compression of yields in other European markets toward German levels has gone about as far as can be expected to go in the near term, and analysts are now looking for some improved performance in the mark

Yields on 10-year mark paper are now three basis points below French levels (compared with four basis over the French at the start of the year) and 209 basis points over Spanish levels (241 at the beginning

of the year). "We expect stabilization of now," said Banque Indosuez. It with the timing uncertain of the next German reduction, it advises

Swiss Jobs Outlook Darkens

DAVOS, Switzerland — Unemployment in Switzerland will not de-cline until 1996, Economics Minister Jean-Pascal Delamuraz said on Sunday, contradicting statements made earlier this month by government

officials and the Swiss National Bank. The current unemployment rate now stands at 5.1 percent. Mr. Delamuras said, "All this year, unemployment will stay at this level, if not get worse, and that applies also to next year." He added that even relatively low interest rates and inflation would not alleviate the jobless total in the near future.

Compiled his Our Staff From Dispatches PARIS - Prime Minister Edouard Balladur unveiled measures Sunday to help stimulate the economy, and said he was standing by a growth forecast of 1.4 percent

Mr. Balladur spelled out some of the new measures after a government seminar on the economy. These also included a decision to

partly unblock money tied up in employee profit-sharing plans. By some accounts freeing up the mon-ey in these funds could boost consumer spending considerably. Mr. Balladur said the money could be removed from the plans if it was used to buy cars or to do housingrelated projects.

He also announced initiatives to encourage the creation of low-pay

Continued from Page 7

element of flexibility in Germany's

rigid nationwide collective bargain-

ing agreements, while the union seeks an end to the massive layoffs

that are fueling record unemploy-

ment and whittling away at its

membership.
Mr. Ost cited a confidential fore-

cast that 1 million to 2 million

workers in German industry risk

losing their jobs this year. More

than 4 million people are already

Metals industry employers

sought to underline the urgency of

obless or underemployed.

service-sector jobs, extend existing E Cure for EU Air Industry? training and youth employment programs, and trim spending in the public health services. He said the cost of the new mea-

sures was "not considerable" and that the their effect on the budget ought to offset by the improved tax returns that would follow stronger conomic growth.

Mr. Balladur said that gross do-

mestic product shrank by about 0.8 percent last year, the figure used for the 1994 budget. Ministers had been saying the shrinkage may have been only 0.7 percent.

their unprecedented move as a "cry

for help in a crisis," but the union

standstill, scheduled work stop-

pages and walkouts involving hun-

mixture of competition and a tough ported from Brussels.

The government also plans to speed up a program of refunding value-added tax to companies for those which take on new workers, especially young apprentices and other trainees, he said.

tall, the big metalworkers union, on used to be the target of another

policy on state aid when it reports its findings Tuesday, Reuters re-The panel, which comprises a group of key executives in the trav-el and tourism world, were asked last year by the European Union to come up with ways to help an in-

A panel charged with finding a

cure for the ills of the European

airline industry will prescribe a

dustry that had losses of \$2.2 billion in 1992. Their task has been made more difficult by the deep divisions within the industry over what measures

were needed to revive the sector. In the end, air transport sources say, the panel has come down on

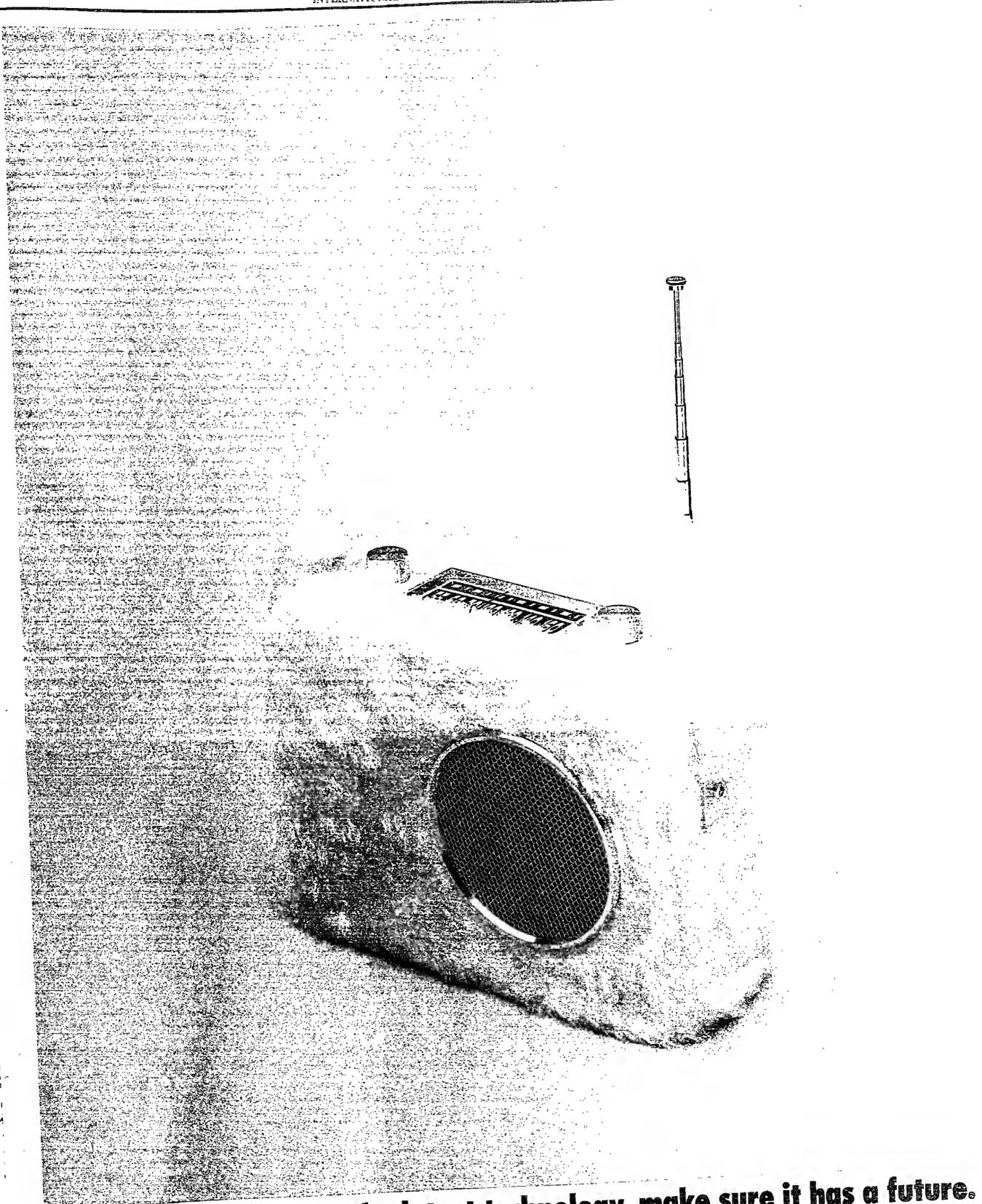
GERMANY: Metal Workers Strike at a Risky Time

the defensive. Employers called action Monday. The union, which paralyzed German industry 10 years ago with a described it as "a declaration of two-month strike, threatens to spread the walkouts and eventually IG Metall, whose 3.2 million call a strike if its demands are not 56 P Ind members possess the power to met.
bring German manufacturing to a

industrial battle," said Dieter dreds of thousands of disgrantled Kirchner, chief executive of the Geworkers starting this week after a samtmetall employers federation. grace period on disruptions expired Many companies would opt our and initial talks ended without reof the nationwide collective bartheir situation last November by abrogating an existing contract for many's biggest automotive and ing process and seek accords gaining process and seek accords with their employees locally before

Last Week's Markets

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Remember the furry rodio? Back in the Fifties, na self-respecting Daris Doy fan wauld have been without one.

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The very lotest innovations are always the most exciting. But have you choose will be as relevant in 20 years' time as it is today.

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Russia Outlook: Hyperinflation, Falling Output and Reform Paralysis

By Alan Friedman and Jonathan Gage

DAVOS, Switzerland - Russia is headed for a year of hyperinflation, declining industrial production and paralysis of reform efforts. leading Russian politicians and Western economists said here this weekend.

The economic crisis will probably be made worse by a lack of political will on the part of Prime Minister Viktor S. Chernomyrdin to take necessary hut harsh measures, said Boris G. Fyodorov, who resigned as Russia's finance minister last week. Mr. Evodorov made his remarks during a roundtable on the future of the Russian economy sponsored by the International Herald Tribune and the World Economic Forum.

Sunday night, Mr. Chernomyrdin dismissed critics of his govern-ment and, in a message designed to reassure Western diplomats and business executives, said he was certain that those who doubted Russia would succeed with reform would be put to shame."

But Grigori A. Yavlinsky, the radical reform politician who is among the fresh-faced victors of last December's parliamentary election, said earlier: "We have no government, no plans, no ideas and

Yavlinsky's reference to President Boris N. Yelisin was as far as any Russian would go on the record in describing what others in private depicted as Mr. Yeltsin's depressed and withdrawn mood.

Apprehension and alarm about the supperv slope on which Russians find themselves were evident at the roundtable, which brought together Mr. Fyodorov, Anders Aslund, who resigned recently as an adviser to the Russian government, and Arkadi I. Volsky, president of the Russian Industrialists' and Entrepreneurs' Association.

The discussion underscored political and generational differences in how to approach economic re-form, with Mr. Fyodorov and Mr. Aslund making dire forecasts and Mr. Volsky resisting the barsh measures that Western economists say are needed if Moscow is proceed on the road to a market economy.

The one thing all three roundtable participants agreed upon was that, irrespective of Mr. Chernomyrdin's promises, his government was not truly committed to reform. and was unlikely to provide much in the way of economic leadership. Mr. Fyodorov said baldly that he

expected "a far more populist, less well-thought-out way of managing the economy." He predicted that

will go the wrong way."
What that implied, said the Russian politician, who has won plaudits from the Clinton administration and the International Monetary Fund for his dedication to reform, was that by the middle of 1994 the monthly inflation rate could leap to 35 percent from an estimated 12 to 15 percent at the end of 1993.

Real income will fall, there will be no growth in industrial production and the hudget deficit in the first quarter of 1994 will amount to 15 crillion rubles (currently \$11.1 billion), or twice the level contained in hudgetary planning just a few weeks ago, Mr. Fyodorov pre-

While Mr. Aslund agreed with Mr. Fyodorov, warning that "the people who remain in government are the most conservative," Mr. Volsky argued that there was too much hysteria about the Russian economy in the Western media. Turning to industrial issues, Mr.

Fyodorov insisted on the need for the radical restructuring of Russian companies, "It is obvious that there is now no industrial policy to speak of, that there should be massive closures with heavy reductions in the number of workers, and that we need to be much tougher on inefficient industries" he said

Yavlinsky and Fyodorov Talk Over Joining Forces

DAVOS. Switzerland — In a bid to piece together the divided Russian reform movement, Grigori A. Yavlinsky, the newly elected leader of the Yabloko bloc in the Russian parliament, and Boris G. Fvodorov, who quit in protest last week as finance minister of the

Russian government, are discussing joining forces, the two men said.

Mr. Yavlinsky said: "We are talking about him joining my party.

For me it would be a very big privilege if Boris would join my party.

We're looking for a strategy of how to do that." He predicted the two would reach a solution "very soon."

Mr. Fyodorov said: "He made me an offer. I said I would think about it." The transfer of the

about it." The two went into a private huddle during a break in the

World Economic Forum meetings here.

But Mr. Yavlinsky said that, despite the closeness of their ideas and their personal friendship, "It's not so easy" for his party to embrace a man who "came from a government that brought 30 percent inflation a month and a 52 percent decline in production It would be necessary to wait for a while before reformers could hope to return to power, be concluded.

out subsidized loans to industry on a preferential basis, inflation would competitive or even more produc-

as Russia's central bank handed percent to 210 percent, a level that

Mr. Volsky, a proponent of gradcontinue to spiral out of control ual reform who rose through the and industry would never become ranks of the central-planning state industrial apparatus in the former tive. As an example he complained Soviet Union, replied that Russian of bow it took months last year to industry was already heavily inpersuade Viktor V. Gerashchenko, debted, with interest rates that ent industries," he said. the Russian central bank governor, were "too high, not too low" for Mr. Fyodorov added that as long to raise the discount rate from 80 many companies.

dustry. "The basic problem is that for a long time state enterprises didn't take the government seriously, and went back to their old ways of relying on the government to payment to the London club of payment to the London club of print money for them instead of urging more efficiency," he said. We need to start everything new."

Mr. Valsky contended that "Aslund sounds like a neo-Bolshevik and Fyodorov sounds like he comes from another planet."

When asked what Western governments and multilateral organizations should dn about aid now that the reformers have been shut out of the Russian government, the industry association president re-plied sarcastically: "The West should stop promising and start delivering, and governments should not facilitate arguments in Russia."

Mr. Fyodorov took a stern view. saying he was opposed to the IMF or others "bending the rules too much." He added that training and technical assistance were now more important than money. Mr. Aslund insisted it was still "important for the West to stay positively en-

gaged."
When asked about the ability of Russia to service its more than \$80 billion of external debt, including \$24 billion of commercial bank debt. Mr. Fyodorov said debt recommercial bank creditors.

"Now that may not go ahead," he said, "I foresee trouble this year in keeping up on certain pay-

Mr. Volsky ridiculed the problem of Russia's debt burden, complaining that Western governments had been more generous toward Poland's debt than Russia's. He changed the subject to note that

Third World countries still owed Moscow about \$100 billion. "Let the Western governments help us to recover our debts first."

The Russian industry leader refused to be pinned down even when asked to list the most urgent steps needed to save the Russian econo-

my this year.
First, I would have the government renew negotiations with Fyo-dorov to return," he said, as the former finance minister shook his head. "I would stabilize relations with other former Soviet republics, then I would take into account regional economic interests within Russia and I would keep pressure on to support small and medium

Mr. Aslund said the problem scheduling was "inevitable and it is went beyond cheap credit for industry." The hasic problem is that view all budget spending by the government and cut planned firstquarter spending by at least 2 tril-

"I would also prohibit the prime lion rubles. minister or the president," he said, from taking decisions not explicit-ly in the budget, which is very important in our country. I would start restructuring the 100 biggest enterprises and fire most managers, and I would fire the entire staff of the 1,000 people who work for Mr. Chernomyrdin and never allow

them to return." Mr. Aslund said that among the most critical steps to be taken he would seek to stabilize the ruble. dismiss the central bank chief, give the finance minister real authority over fiscal policy and make him second-in-command of the govern-

The roundtable ended on a bittersweet note, with Mr. Volsky half-glaring at a smiling Mr. Fyodorov. What was the biggest difference in their outlooks? "He believes in production and I believe in money," said Mr. Fyodorov, in a reference to Mr. Volsky's Soviet state-industry preference.

For his part Mr. Volsky smirked and nodded. "That's right," he agreed, "I believe in production and he believes in money."

HIGH-PROFIL

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PROFILES: A Look at the Ups and Downs of 4 Foreign Firms Doing Business in China

Continued from Page 7

during hot months, making Johnson's Raid electric hug-killing devices popular items even among the

relatively poor.
On the other hand, they see people living in dreadfully cramped conditions, often a family of three occupying a small room, sharing a kitchen with several other families and using chamber pots instead of toilets. Demand among such people for, say. Pledge furniture polish or Johnson's bathroom cleaners is bound to be limited.

Johnson has learned a lot during better after some initial mistakes. which Mr. Hu admits were based

on a "rosy" view of the market. For example, he noted, a \$2.35 air freshener that appeals to the but it also discovered that it could relatively high-income residents of easily sell its production of under-Shanghai will not sell at all in the wear locally, even though a pair of interior city of Chenedu, where the cost equals almost 7 percent of a typical worker's monthly pay.

its hriefs costs almost \$5.

Chung Shing pulled off this coup because its underwear offered Chi-

the Chinese mainland to make its made of cheap, inflexible cotton "Three Guns" brand of underweat, fabric. Chung Shing makes a cot-executives were not thinking much ton fabric that adjusts much better

about selling to Chinese consumers. Rather, they were planning to do what thousands of other Taiwanese and Hong Kong firms bave done: take advantage of cheap labor costs and export the factory's output to rich countries. La Chung Shing's case, the target market for the underwear was Japan.

At its plant in the outskirts of the six years since it launched its operation. The company is faring crs an average of \$60 a month, less than one-twelfth of what it must pay Taiwanese

Not only did the company save substantial sums on its labor costs.

Clung Shing Textile Co. Three pears ago, when Chung Shing Textile Co. of Taiwan built a factory on living for years with garments one would ask. What color is smitted one would ask. What color is smitted one would ask. What color is smitted to more than \$3 billion, able for my skin. To how to apply the product. The Chinese have been living for years with garments the product.

to the body's movements. "Living standards are improving rapidly, especially in coastal cit-ies, said to Tung Chou, the Tai-wanese manager of Chung Shing's Shanghai factory. "So they can af-ford it and are willing to buy."

Avon Products Co. Barry Wong, general manager of Avon's operation in Guangzhou, remembers scouting the Chinese market during the late 1980s and noticing something important going on at department store cosmetics counters or, more precisely, not going on.

Little interaction was taking

place, Customers, presumably ex-

So Mr. Wong drew a conclusion that has proved correct: An army of Avon ladies dispensing beauty tips would fare well here. Chinese women stopped wearing

makeup during the Maoist fervor of the 1960s and 1970s, because they were taught that painting one's face was a filthy bourgeois custom. These days, they generally prefer to look like the Hong Kong models they see on TV rather than paragons of socialist virtue. So the market is ripe for a company specializing in explanations of how to choose and use cosmetics.

Since starting operations here in September 1990, Avon has had trouble keeping up with the booming demand, in the first two weeks, pecting the brusque service for according to Mr. Wong. Avon sold is there a catch? Of course. Virwhich Chinese elerks are realled Mr. Wong and S4 million worth. That was just a leave," recalled Mr. Wong. "No sliver of Avon's annual worldwide grab a share of this business.

set to shoot up again this year.

Northern Telecom Ltd. It is not hard to understand why the China market generates a lot of enthusiasm at Northern Telecom of Canada. For every 100 Chinese, there are only 1.6 telephones, and the government has embarked on a big program to create a modern telecommunications system. By the year 2000. China plans to install three times as many phone lines as currently exist in Britain.

"We see China as the biggest telecommunications market of the next 10 to 20 years," said Arthur MacDonald, who heads the company's Chinese operations, which are headquartered in the Shenzhen special economic zone.

tually every major relecommunica-beld belief that has no grounding in tions company is competing to practical historical experience."

COMPARE: Weighing Step by Step and Big Bang

Continued from Page 7

moved in deliberate stages from agriculture to light and medium industries. There have been no real elections: Communist Party leaders have crushed pro-democracy demonstrations, jailed dissenters and kept restrictions on the press. Still, even as Washington decries Beijing's disregard for buman

rights, living standards in China are rising swiftly and its economy is zipping ahead. What lessons should be learned from Russia's obvious failure and

China's apparent success? William Overholt, a Hong Kongbased investment specialist, said in a recent book on economic devel-opment in China: The notion that one can have all good things --democracy and all forms of economic liberalization — instantly and amultaneously" is "a deeply

nnt repudiate sudden liberaliza-tion. The Russian and Chinese commies are so different, they said, that meaningful comparisons are impossible. Those who enntend Russia

should emplate China's go-slow deshould emulate Chima's go-slow development approach, asserted the conomists Jeffery Sachs, who has advised Moscow, and Wing Thye Won in a recent essay, 'might as well advise Russia to solve its agricultural problems by shifting from wheat to rice."

The case argumet waved references the superstance of the superstanc

The case against rapid reform comes down to this: Shock therapy unleashes chaos. If companies are privatized too quickly, there is con-fusion about ownership, management responsibilities, product liability and production strategy. If prices are liberalized all at once, inflation is virtually certain. If the central bank clamps down on the money supply to keep inflation low, unproductive enterprises will

many analysts insist the perfor-mance of the two economies does and social tunult will follow. Some U.S. analysts regard Beijing's heavy-handed rule as enlight-ened, compared with Russia's. By clamping down on dissenters, they contend, China's elites have kept

pro-growth economic policies on track and spawned a middle class.

panded trade are among the surest means of improving human rights.

Other observers, however, draw radically different conclusions from the Chinese and Russian experiences. Mr. Woo, an economist at the University of California, contended Chinese gradualism reflected deadlock among its political chites --- reformers versus old-time Stafinists - not any centrally coordinated theory.

NASBAO NATIONAL MARKET

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On the other side of the debate, Soles in . Ner tons High Lew Class Cirbs

Acquiry Prime Minister of Economic Affairs: 19

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BABEN-WURTTEMBERG

MARKETS ARE REMODELING GERMANY'S 'MODEL STATE'

a relatively short, uneven recession triggering a long-term, top-to-bottom restructuring of the state.

Six quarters of economic contraction have been succeeded by one of rising tries - especially hard, and industrial output and exports. At the recession's worst, declines of 4 percent were recorded, not unduly... dramatic by current world standards, and certainly no cause for alarm considering the state's overall track record: five decades of

HIGH-PROFILE ACTIVITIES

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ATENT APPLICATIONS

Württemberg's annals as expansion, and a century and a balf of unflagging innovation and enterprise.

Because the recession hit the automobile and mechanical engineering sectors the state's showcase indusbecause it was accompanied by a (continuing) rise in unemployment, it drove the state to the conference table, to the CAD/CAM computer's drawing board and to nearly all parts of the business world.

has been in convocation. In dozens of formal and ad hoc round tables, panel discussions and "special intersectoral congresses," members of the state's business, financial, official and educational communities have been wrestling with a single, essential question: What has to be changed to retain our leadership in the

world's high-tech markets?
A simple, fundamental answer has emerged, and is already being implemented: Put the world's markets to work remodeling the model state and the way its companies do business.

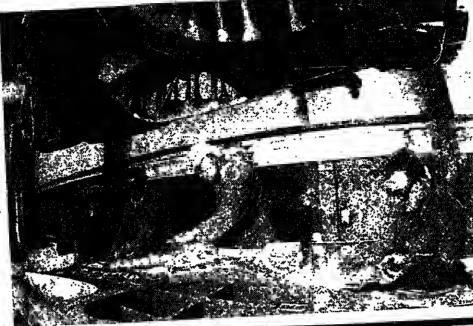
"Now, before our tinkerers start tinkering and our rapid prototypers start pro-

The last two years will unparalleled, nearly unbro-tikely go down in Baden- ken industrial and export Baden-Wurttemberg's deputy prime minister and minister of economic affairs, "they've been 'on-market' to Guangzhou. Monterrey, Buenos Aires, Kansas City, ascertaining on-line these markets needs, price and feature expectations."

Por the better part of five decades, we had it very says Werner easy," Schmidt, chairman of the board of managing directors Südwestdeutsche Landesbank, the state's Over the last year and a leading bank. We came up half, Baden-Württernberg with advanced, highly reliable products, presented them to the world, and the world went ahead and

bought them."
The state is still coming up with advanced products, and the world is still buying them. Over the last few years, Baden-Württemberg has kept its lock on the leadership of Germany's patents and exports-per-capita tables. Orders from non-German customers for industrial goods rebounded in the last quarter, powering the state to a 5 percent quarter-on-quarter rise in indus-

trial production. Judging by the slew of excited reports on pathblazing new products emerging from the state,



Building on the past: today's auto manufucturing

continues the tradition begun by Carl Benz and Gottlieb Daimler in the

19th century. Baden-Württemberg has

never been busier. "If the world markets are now acquiring products," says Erwin Teufel, the state's prime minister, "it's because these items are new-generation products, not only designed for today's rapidly changing markets, but also generated by the markets themselves."



THE BLACK FOREST'S WHITE TABLECLOTHS

seismic and volcanic activity. Trees, mostly conifers, flourished in the black soil left behind. They grew so thickly that the Alemanni, the local Germanic tribe, peered into the impenetra-ble gloom and called it the Schwarzwald — Black Forest.

Some of the Alemanni and their descendants braved the heights and isolation and made senlements in the forest. Most of them stayed on the Rhine side of the valley and cultivated vineyards, producing wine and, eventually, a particular-ly sumptuous cuisine.

Mark Twain and legions of other late-19th-century wanderers came to hike the forest's depths in search of

The mountains came wellness has become one of eons ago, thrown up by the region's two big Thirty-eight communities offer 158 different therapeutic facilities as well as sanatoriums and clinics.

Joining spa visitors and vacationers on the Schwarzwald's winding roads are restaurant critics and amateur - although no less dedicated - gourmets.

No area in Germany has so many gourmet restaurants. Baiersbronn, a town of 16,000 located in the north Schwarzwald area. has eight alone, according to the Gault-Millau restaurant guide. The Schwarzwald area has 38 other comparable "gourmet communi-

Nor is culinary excellence confined to the western part



Typical of the area is the Schwarzwaldhaus, or Bluck Forest house, with its jutting roof.

host of less-athletic nature lovers would discover the forest via an incredibly winding grid of roads.

Here nature is still quite beautiful, although no longer unspoiled, and is now being appreciated by a different set of visitors in a different way.
It is the perfect setting for

a spa: clean air, mineral springs - another product of the volcanic eru - and

wooded surroundings. From Freudenstadt in the north to St. Blasien, 140 kilometers to the south, gourmet.

unspoiled nature. Later, a of the state. Two of Germany's top 10 restaurants are located in Wertheim-Bettingen and Ohringen, in the northern part of the state, while another is to be found in Ravensburg, near Lake Constance.

Still, the concentration of world-class restaurants is strongest in the Schwarz-

"At least when one does overindulge, the cure is always close at hand, says Christian Heydrich, a Freiburg-based amateur

AN INVESTOR'S GUIDE TO THE REGION neering and food-process-

Well before the Romans, all base is made up of conquered Western Eu-advanced communications and information-technology multinformation technology systems as well as chemitrading centers of the cal, paper, metal and food-Continent. Today, the processing companies. Ras-state's geographical variety is matched by its wide and Ettlingen feature auto-

Lake Constance-Upper Swabia: The lake and its northern bank are one of Germany's main tourist centers. This prime agricultural area produces a wide range of wines, dairy products and hops. Ravensburg and Friedrichshafen are major industrial centers. with large-scale aviation. medical-technology and consumer-goods sectors.

. . .

Upper Rhine-Lake Constance: This region includes the western end of Lake Constance and the state's southwestern corner. Konstanz is a sophisticated resort and university town. Singen features extensive research facilities and metallurgical engineering companies. A string of small cities stretching eastward from Weil am Rhein to Waldshut-Tiengen along the Rhine's northern bank are home to a wide range of chemical and textile manufacturers.

Southern Upper Rhine: Bounded by the Rhine to the west and the heights of the Black Forest to the east, this predominantly rural region's metropolitan centers include Freiburg, a center for tourists, university students and electrical and environmental engineers; Offenburg, with large-scale paper, chemical and printing industries; Willstätt; and Lahr. The volcanic soil of the Kaiserstuhl promontory produces some of Germany's finest wines.

Karlsruhe: Karlsruhe's widely diversified industri-

range of commercial motive engineering, con-cativities. ber of spas in the region, including Baden-Baden, one of the most famous in

Heuberg: Located at the

junction of two major rivers, several rail lines and highways, this fast-growing



juncture of two wooded upland regions and Lake restaurants. Its industrial

Among its many historic cities is Donaueschingen, the venue for a leading modern music festival.

region has large-scale rolling- and capital-goods, printing, chemical and food-processing sectors to go with its transport ser-



Aerial view of Stuttgart, the state capital. spas and its excellent

Constance, this region bas a number of relatively smallsized cities - Villingen-Schwenningen, Tuttlingen, Oberndorf and St. Georgen with internationally sized industrial, medical, precision-mechanic and opticmanufacturing sectors.

Rhine-Neckar: At the

vices, Leading manufacturing centers are Mannheim, Weinheim, Heidelberg and Wiesloch. The northern and

> dustrial sector and one of Germany's major research communities: Reutlingen: The region's

motive components.
Stuttgart: Baden-Würt-Heilbronn: The Heilbronn-Neckarsulm metropolitan area has a cluster of

important local manufacturing centers. The region has a wide range of medieval cities and other tourist

attractions. East Württemberg: Precision mechanics and optics, advanced inc engineering, automobile components and textiles are this area's specialties. Hei-Oberkochen, denheim, Oberkochen, Aalen, Waldstetten and Giengen are its major manufacturing communities.
Ulm: Forming the state's

A region's financial sec-tor is patterned after the eastern flank, this area produces a broad range of agribusiness community it cultural products. Over the serves. Baden-Württemlast three decades, the hisberg's businesses, collec-tively Germany's leading toric city of Ulm has been the center of massive pubexporters, trade with, dislic- and private-sector tribute from or produce at investment, giving it a large-scale, diversified in-727 of 848 banks are locally owned

locations all over the

world. Correspondingly, Baden-Württemberg's

banks have broad-ranged

These highly internation-

al companies and banks are

also highly local. They are

rooted io an array of rela-

tively small communities

throughout this "non-cen-

Nearly all of Europe's

"core" economic regions

output and business deci-

sions. Not Baden-Württem-

berg. While one-tenth of the

state's economic output

does issue from the

Stuttgart region, greater Stuttgart is actually an

amalgamation of 10 historic

tralized" state.

depth.

northern portion forms part of the Greater Stuttgart metropolitan area, while its southeastern corner is highly rural. Reutlingen, Albstadt, Metzingen, Balingen and Kusterdingen are its leading manufacturing centers, producing clothing, industrial systems and auto-

temberg's capital is the center of one of Europe's major industrial regions. Automobiles and related components, industrial systems and equipment, telecommunications and information-technology hardware and software, consumer durables and nondurables are leading products. Stungart is the regional and state hub for financial and business services. automotive, electrical-engiEsslingen, Böblingen and Sindellingen, each with its own highly developed cor-

porate community. Elsewhere in Europe. important companies tend to congregate in central economic regions. Here, too, Baden-Württemberg is an exception. Greater Stuttgart has Daimler-Benz tGermany's largest company). Robert Bosch (number 10) and about a quarter of the state's other top 50 companies. Heidelberg, Waiblin-Weinheim, Ober-

kochen and nine other communities are home to the rest, including such famous names as Heidelberger Druckmaschinen AG (the world's largest producer of printing machines). Andreas Stihl KG (Europe's leading manufacturer of chain saws), the Freudenberg group (plastic-based have a predominant Milan, engine components, sea-Barcelona or Paris accountlants and non-wovens) and ing for the lion's share of

Zeiss tprecision Carl optics). For every one of these heavyweights, there are hundreds of market movers," barely known outside their small towns or niche markets, but international business powers in business areas, including

their own right. Following a 120-year-old tradition, all these companies bank locally and act internationally.

For a variety of very understandable reasons, nationwide finance houses didn't really play a major role in either of Baden-Württemberg's two industrial revolutions." says Werner Schmidt, chairman of the board of managing directors of Sudwestdeutsche Landesbank (SüdwestLB), the central banking institution of the state's 340 billion Deutsche mark (\$196 billion), 50,000employee savings bank group.

"Both these revolutions involved locally founded companies with very new products - in the late 19th century, the automobile, the portable drill, boring and kneading machines, even the Zeppelin; in the 1950s, plastics processing machines, offset printing presses for newspapers and numerically controlled machines," says Mr. Schmidt. These were not the quickreturn, high-yield items that would capture the eye of faraway bankers."

The result, Mr. Schmidt explains, is that corporations and their work forces sought financing at the local level, producing a community-based financial sector in the state.

Today, 727 of the 848 banks with headquarters in the state are mutually and locally owned credit unions. savings banks and building societies, including 56 of the state's 60 largest banks. Many of these locally founded "mutuals" have gone on to become nationwide powers, including the Schwäbisch Hall and

UNDERPINS INTERNATIONAL OUTREACH Wüstenrot building soci-

A broad base of smallsized companies, a locally based financial system, 112 billion DM in annual exports - this configuration places unique demands on the state's international finance houses, according to Mr. Schmidt.

"A typical company in Baden-Württemberg has a turnover of 200 million DM and business relationships with 80 different countries,

Mr. Schmidt explains.
"Increasingly, these relationships involve more than the simple interchange of goods. Most state companies have extensive internutional networks of foreign offices, distribution centers and, in many cases, production facilities."

At the same time, for a variety of practical reasons - primarily the advantages of dealing with a trusted partner in one's own language and currency -Baden-Württemberg's exporters have displayed great loyalty to their Hausbanken (long-time bankers). As a result, the state's major banks have become experts in managing "site-to-site" international business relationships.

In conducting this multifaceted mass of financial and technical operations, the state's banks use a range of classic methods. In addition to maintaining subsidiaries, associates and offices in 19 international financial centers, Sudwest-LB, the state's largest financial institution, has corresponding relationships with some 1,000 banks, plus access to another 700

Continued on page 14

THE ESSENTIAL EARDEN-WURTEMBERG

FACIS AND FIGURES: Population: 10.14 million Area: 35,751 square kilo-Capital Sumpan (pop 599,000) Other major cities:

Manahelm (pop. 318,000) Karlsruhe (pop. 196,000) Preiburg (pop. 196,000) Heidelberg (pop. 140,000) Prime Minister: Erwin Deputy Prime Minister Teufel . and Minister of Economic Affairs Dieter Spon

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Successive de la particular de la companya de la co

community is anchored by

Pforzheim, Germany's

watch- and jewelry-making "gold city." Mühlacker.

Calw and Horb am Neckar

feature diversified manu-

facturing sectors. This

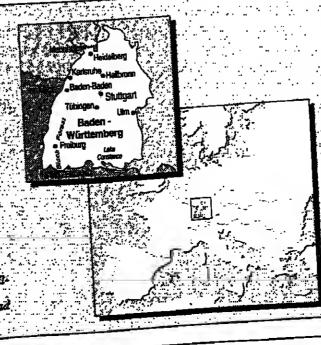
region is increasingly

becoming a center for year-

round tourism.

baltudualized consulting hermaniances consume services for international inventors on local business conditions, including the exceptishment of new facili-ties and working relation

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GERMANY: BADEN-WURTTEMBERG

THE PRIME MINISTER DEFINES THE STATE'S ROLE IN EUROPE

Erwin Tcufel has been unions and universities, my prime minister of Baden- administration, even the take within the confines of Württemberg January 1991. After earning a degree in public now being implemented. A administration in 1961, newly established panel will Mr. Teufel occupied a monitor this implementavariety of local public tion and will report on its positions. In 1972, he was clected to the state parliament and subsequently held a number of ministerial-level posts. Since 1992. Mr. Teufel has been vice president of the Assembly of European state-owned building insur-Regions. He recently ance companies. spoke about his state's future in Germany and in figures, which show turn-

Europe. Your state's government, husiness and education communities have been engaged in an unprecedented round of deliberations mapping out an economic partially obviated. funite for Baden-Würtlemberg, Where do you now stand in this process?

The first phase of inventory-taking and consulting has now largely been com-

*European unity is a fact of life'

pleted. Our "Economy 2000" commission has just come out with a highly detailed report analyzing in great depth what's heen accomplished and what needs to be done in this state and who's going to do

since role of the European Union in all this. The proposals are successes and failures, and make any necessary changes along the way. This phase will be funded by the 1.1 billion Deutsche marks [\$647 million] realized from the privatization of

> From the latest economic arounds in industrial production and orders from abroad ond an end to declines in GDP, it wauld seen, that the need for these measures has been of least

> Our immediate economic troubles may well be coming to an end. Many of the international factors that caused them - the recession in all our major markets, the strong appreciation of the Deutsche mark against other major currencies have substantially moderated. A number of forecasts have even predicted a bit of economic growth in 1994. Unemployment is, however, going to remain a problem in the state for a good while. To alleviate it, I've asked two universities in Baden-Württemberg to come up with practical proposals -

but measures this state can our limited resources. The long-term restructuring of our economy, however, has just begun. Whether that's going to take three, four or five years is not in my power to say. Of course, many of the state's individual companies are much further along in this process. They went through their "shakedown phase" a year or two ago, and have reorganized, reoriented and repositioned. Many of them, quite a bit leaner and more aggressive, are recording gains in turnover, profits

Baden-Württemberg has been a leading advocate af regional-level ties, especially those within Europe. The European Union is nat especially popular at the moment. Do you see these ties as an effective, alternative way af promoting European unity?

Very few of Germany's achievements - economic growth, reunification - over the last five decades would have been possible without the EU and its predecessors. Some 70 percent of Baden-Württemberg's trade is with Europe's countries. So European unity is not a distant goal for us, it's been a daily, highly appreciated fact of life for a long time. Our four decades of "being European" have shown us II - the state's companies not more studies, we have one important thing: greater and communities, the more than enough of them - unity shouldn't be equated Eastern Europe.



Erwin Teufel, prime minister af Baden-Würnenberg.

with greater centralism. Nor does this unity have to be prescribed from above. Put simply, this means that there are responsibilities that can only be handled in Brussels, and just as many things best assigned to the local, regional or national levels, Because these lowerlevel, community-to-community, region-to-region interactions have generally been highly productive, they have built a ground swell of sentiment for Europe, for unity. One of these lower-level responsibilities is education in all its forms, operating systems of primary, post-secondary and professional education. There has been a highly fruitful exchange of experience, ideas and personnel with Rhône-Alpes, Cata-Ionia, Wales, Saxony and our other partner regions, an exchange now being put to use in our outreach to

University Towns Focus on Innovation organized production cen- The idea behind this cluster- world markets." Ulm is a

Through a major program of investment in research facilities and technology transfer, Baden-Württemberg's nine historic university towns - intellectual centers dating back to the Middle Ages - have been transformed into centers of innovation. The past is what millions

of tourists discover each year io Heidelberg. Tübingen, Freiburg and Baden-Württemberg's six other university towns. They come to see the taverns in which the Student Prince reveled, the tower in which Hölderlin waxed

lyric, the streets that Hegel, Hesse and Schiller walked. Each year, these same cides welcome other kinds of visitors. Research fellows and venture capitalists come by the thousands, and their destinations are often not the historic city centers, but the tracts of anonymouslooking low-rise buildings in the surrounding areas.

These areas represent the present in Baden-Württemberg's university towns. They house university research departments, the public-sector Fraunhofer and Steinbeis institutes. other applied and largescale research centers, corporate research departments and the independent technology factories of dozens of budding companies.

In these buildings, budding Keplers, Geigers and Oppenheimers have developed nanotechnologies, Schwäbisch Gmund, Sigmicro-sensorics, fractally

systems promising to revo-lutionize the world and our relationship with it.

This transmutation of university town to "universal center is an important part

transfer." A more appropriate term, according to Dieter Spori, the state's minister of economic affairs, would be "interac-

of Baden-Württemberg's tive development."



Tübingen is one of Germany's oldest and most famous university centers.

approach to business develdecades, the state has clustered its 200 research facilities in its centers of innovation. In addition to the university towns, these have included such manufactur-Villingen-Schwenningen,

"We've taken stock of opment. Over the last few our communities' individual areas of strengths, and then provided them with the requisite complement of research and business development capabilities." says the minister. "After that, it's ing communities as , up to the communities' constituent elements to work together to develop viable maringen and Reutlingen. products and services for

ters and other products and ing is generally and inaccused leading example of this systems promising to revo-600-year-old core centers on its majestic cathedral and is encased by fortified walls. Its university is a bit younger, having heen founded in 1967.

Over the last two and a half decades, "Science City" has grown around and amid the university. This is a cluster of interactivedevelopment institutes: centers of laser-based medical technologies. appliedknowledge processing, solar and hydrogen-based energy sources and II Steinheis

Foundation agencies. Science City has had a new resident since October 1992. Joining a range of other private-sector research centers, Daimler-Benz's 270 million Deutsche mark (\$156 million) facility employs a staff of 1.000. developing products and technologies in microelectronics, production and environmental engineering.

Lahr, in the upper Rhine Valley, has been home to 200,000 Canadian soldiers and civilians stationed at its NATO air base over the last three and half decades. By the end of 1994. the Canadian military community will be gone, hut the airfield and its related facilities will be converted into a center of air-based logistic and other professional services. The 600-hectare site is to provide the rapidly growing Upper Rhine area with a "business link" to

THE ART OF THIS STATE IS COMMUNICATIONS

ic era" will be upon us, according to John Mayo, president of AT&T Bell Laboratories. Instead of electrons, photons will process and relay vast volumes of information and signals in and between computers and communications systems.

II Baden-Württemberg's sciencome even sooner. Building on amount and range of data to be their successes with ultra-high-relayed. speed, high-capacity transistors, the scientists have come up with CEICs (opto-electronic integrated)

been to operation in the Stattgart area since 1992.

This brand-oew information transport technology will soon be put to work carrying some heavy cargo. The state's advances in es are multiplying the

In 1991, 22.3 billion Deutsche marks (\$12.8 billion) was spent worldwide on sensors - the "five circuits), the successor of today's senses" of the technological microprocessors. OEICs will form world. According to a survey con-

nanometers, time in nanoseconds. ing measurements in gigabytes. these ultra-minimal changes in concentrations of pollutants, in magnetic attraction and in surface characteristics, and then relaying this information on-line to com-

puter-based monitoring networks.

At latest couot, there are 13,439

Within 10 years, the "photonthe building blocks of tomorrow's ducted by Basel's Prognos maror era" will be upon us, according to John Mayo, president of large-scale test track for these large-scale test track for these highways, called OPAL 5, has simple reason. Distances and tolsors) and ceramics (for uses in erances are now measured in. 1000-degree-plus environments). Baden-Württeraberg's research dangers in parts per nanobillion, labs and medium-sized companies. and information from these ongo- are centers of sensoric development: Their sensors not only gath-There is a surgiog demand for or data, they also use advanced sensors capable of perceiving communication technologies to feed it into operating systems. The state's success in designing tailormade sensor packages has given rise to ASIS, or 'application specific integrated system," replacing the current ASIC (application specific integrated circuit)....

PINPOINTING AREAS OF GROWTH general description of the Dieter Spöri has been munications highways, sector, definitely not.

Baden-Württemberg's affairs and deputy prime minister since June 1992. After earning a doctorate in economics, he worked In a variety of corporate and institutional economic think tanks and taught at the University of Stuttgart. In 1976, he was electing there until 1988. Mr. Spori is also chairman of Germany's Conference of **Economic Ministers.**

You've pinpointed "intelligent services" as a key orea of future economic growth in Buden-Württemberg. Is there an angaing move into such services in the state?

growing in this state, as it is everywhere else in the world. On a percent basis, Baden-Württemberg's service sector is still relatively small, to be expected from a state with our strength in manufacturing. Actually, should one count the service subsidiaries and activities of such major manufacturers as Daimler-Benz, IBM or Bosch, you'd probably come up with a much high-er figure. Certain types of services do much more than create jobs or raise the GDP. Production-oriented, communication and media services cause increases in operating output and allow companies to create new generations of products. That's why these catalysts for change are a main focus of our business develop-

ment activities, of our

model regions, data com-

media factories and other minister of economic projects and incentive programs. In any case, I believe it's counterproductive to base business development policy on a false distinction between the secondary and tertiary sectors, on what has become a statistical convention. Take a look at this state's breakthrough sectors

The service sector is



management systems, energy supply and microtechnologies - and tell me where the hardware leaves off and the software starts. It can't be done. These systems are integrated units and have been developed as

Baden-Württemberg's products get high marks for their technologies, performance and features. The rap: the products are often aver-engineered," tao advanced for their respective markets. Do you agree with this analysis?

On a product-by-product basis, in some cases; as a

Engineers, inventors, tinkerers - whatever you want to call them - transformed this state from Europe's poorhouse into one of its most productive regions. That contribution shouldn't be overlooked. In the recent past, the engineers may have gone too far, producing masterpieces petter that what their markets needed or wanted. Our challenge is to maintain this technological lead - a vital advantage in the world's highly competitive markets - while tailoring individual products to meet purchaser needs. In my contacts with state companies, I've noticed an encouraging trend. Corporate sales and marketing executives now have a greater amount of input into inidal product design. If you look at the newest products front our state's companies. I think you'll notice the change. These products have been "market-sized." In one key way, the state's "tinkerers" have, however, already done their job. First they took us from making clocks and watches to machines and chips and automobiles. Now their innovations are taking us into such high-growth areas as environmental engineering. The state produces 24 percent of Germany's "intelligent" environmental products. Some 800,000 jobs will be created in Germany's environmental technology sector by the end of the decade; 300,000 of those in Baden-Württemberg.

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FINANCIAL COMMUNITY'S BASE

Continued from page 13

through a working agree-nient with Standard Chartered Bank.

"Collectively, our customers generate volumes of capital and currency adequate to make the state one of Europe's major financial centers," says Mr. Schmidt, "a center, however, that is spread out over some 36,000 square kilometers. Through our 91 menther financial institutions, Albstadt, Gengenbach, Ditzingen and the rest of the state's communities are interlinked with the world's financial markets and have on-line access to all its instrumentalities and ser-

vices. In one key regard, the paths of the state's business

have recently diverged. Wrestling with a worldwide recession and resulting falls in trade-led demand, the state's industrial companies are now putting a year and a half of recession behind

For the state's financial sector, on the other hand, the last few years have been a time of steady expansion. According to official sources, the total volume of loans made by the state's hanks to companies, consumers and communities rose from 313 billion DM in 1989 to 432 billion DM at the end of September 1993, with incoming funds - principally deposits - volume of stocks and securities transactions showing even more

dramatic increases SüdwestLB did better and financial communities than that. Capping years of



Werner Südwest LB.

steady advances, its results for the first half of 1993 showed a 20 percent rise in total balance sheet sum to 135 billion DM, and a 22 percent increase in profits from ordinary activities.

Inform**azione**

STUTTGART Marketing GmbH

A World of Sights To Be Seen - And Experienced

Storgart's setting is truty one of Europe's great sights; seven hills purposeded by a magnificant, forested green belt. Vineyards drape the high stopes and extend all the way down into the city's contral business area. This mixture of the cosmopolitan and countryside. pression especially mild climate - is characteristic of the Itlestyle in Stuttgart, capital of Germany's third-largest state.

Sites to be seem such masterpieces of modern architecture as Sites to be seem such masterpieces of modern architecture as Shrang's Neue Staatsgalerie für moderne Kurst, which houses one of Europe's largest collections of Picasso, and the Weißenholsiedlung residential complex, with structures from Missivan der Rohe and Le Corbuster, from Walter Gropius and other major Bauhaus architects Masterpieces of modern technology are to be found in the Porsche and Mercedes-Benz museums. The Withelma' leatures architecture and masterpieces of a different "Withelma" leatures architecture and masterpleces of a different sort its ambesque walls are home to Germany's only joint botanical gardens and zoo. Masters of the porforming arts are the dancers of the Stullgader Ballet, one of the world's greatest troupes. Events to be enjoyed: Stutigan turns itself into a "Weindorf (wine village) at the end of August, providing vast quantities of both wine and high spirits. Cannstatt's Volksfest (the second-largest bear festival in the world) offers fun for the whole family and will be held from September 25th to October 10th this year. In December, it's time for Europe's largest (and most beautiful) Christmas market, which occupies all of Stuttgart's downtown area, and for the German premiere of "Miss Saigon," the international hit musical.

A prime site for sporting events: in 1993, all of Shuttgert thronged to attend the world championships of track and field. In 1994, the city will host the Eurocard Tennis Open in mid-February, the Weißenhol tenns tournament in July, the international track and field meet at the and of August and the international equestrian tournament in October. A place to relax and reconnoiter: nineteen springs are

located within the city's limits, giving the city and its numerous spase Europe's largest supply of mineral water. Located within a short trip from Stuttgart are such attractions as Heidelberg, Baden-Baden. the Black Forest and Lake Constance. A city to get to know: write, fax or call us, and we'll give you information on group and individual lours, special corporate rates, hotels and restaurants, ticket reservations and enything else you wish to know about Stuttgart.

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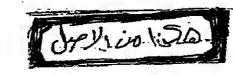
Developing diversity and innovation: the Bruchsal business community is broadly based, a mix of large and medium-sized German and international companies active in everything from mechanical and electric engineering to food processing and textiles. The Bruchsal Center of Innovation and Trade is home to a number of state-of-the-art companies providing technological services.

Developing the markets of the present - and of the future: Bruchsal is located in the middle of three of Germany's most dynamic metropolitan areas: Mannheim, Heidelberg and Karlsruhe. Bruchsal's Ost-Akademie provides courses in business administration to executives from the CIS countries, thus helping further economic growth in the east.

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GERMANY: BADEN-WÜRTTEMBERG

ENVIRONMENT: NURTURING NATURE ON THE SHORES OF LAKE CONSTANCE

is one of Europe's most beautiful million tourists discover every year. reduced by between 50 percent and 75 and widely visited natural attractions. It is also Germany's largest lake and the Continent's largest reservoir of potable water, supplying 5 million people.

Keeping the lake natural, despite a... growing influx of tourists, year-round residents, agricultural and industrial users, is the job of Baden-Württemberg's environmental engineering sector. Working with the

Pollution reduced by 50 percent to 75 percent

lake's other nsers — Bavaria, Switzerland and Austria — the state has implemented far-reaching, integrated environmental management systems.

The lake is framed by the snowcrowned Alps and fed by of Europe's most storied rivers, the Rhine – at this stage a relatively pristine, rushing torrent. Thanks to a unique configuration of geography and winds, its banks are lined with palms and other flora typical of the subtropical climes of Southern Europe, including banks of has been improving. Over the last 15 orchids on Mainau, the "island of years, the amount of phosphates and

About half of them descend upon Konstanz, Oberlingen, Friedrichshafen and other communities on the lake's northern shore. Meersburg, a village of 5,500 inhabitants, records more than 250,000 overnight stays a year.

Many visitors come for the natural attractions, but stay for the economic ones. One of Germany's fastest-growing regions, the Bodensee's north shore is now home to more than 1 million people, giving it a population density 50 percent higher than that of the Shutgart region. The inhabitants work for a mix of medical-technology, aircraft, apparel and board-game companies as well as in the region's flourishing food-processing sector. The north shore's hinterland is one of Germany's major sources of fruit, dairy products, hops and wine.

All too often, popularity and prosperity herald environmental pressure and the end of picture-postcard good looks. Although it has been neither easy or inexpensive, the Bodensee has tried to prove an exception to this rule. In fact, the Bodensee's environment

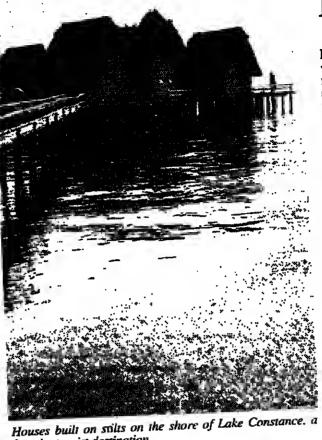
Lake Constance, or the Bodensee, flowers." It is an attractive spot, as 7 other pollutants in its waters has been percent, giving the lake a water rating of "very good." Some 18 kilometers of shoreline have been returned to nature, and traffic-generated noise and emissions sharply decreased.

This improvement is the result of the tri-country "Bodensee Area Environmental Program," consisting of 27 individual projects involving everything from better treatment methods for manure-based farm runoff to planting protective belts of wetland

Pollution-resistant ground cover, traffic-reducing train schedules and training programs for hotel staff members on waste-reduction methods are some of its other features.

The price tag: some 5.5 billion Deutsche marks (\$3.17 billion) in sewage and water-treatment facilities alone. A good portion of this money, of course, has returned to Baden-Württemberg.
The state's engineering sector, with

its 1,000 companies and 100,000 employees, has provided everything from gas-fired electricity generating stations to the sensors implanted in the



favorite tourist destination.

'HIDDEN CHAMPIONS' HAVE HIGH IMPACT

Baden-Württemberg most of those in Eastern has so many small, lowvisibility, market-dominating companies that SMO, founded in 1842, analysts have come up with a generic term for them: "hidden champi-

Like most of the state's 340,000 small and mediumsized companies, the names of these several hundred companies, all with annual turnovers of 500 million Deutsche marks (\$289 million) or less, are by no means household words. Their products, however, are a common part of everyday life.

If a skating rink, train sta-tion or office-building entryway happens to feature an exceptionally wide span of steel girders and struts, chances are it came from Stahlbauwerk Müller Offenburg (SMO) GmbH & Co. KG. Its number-one area of business is gas stations - "nearly all of those in southern Germany and

Germany," according to the Süddeutsche Zeitung. recently recorded an 18 per-To unwrap a consumer or

pharmaceutical product is to encounter the work of Gerhard Schubert GmbH's machines. Using state-ofthe-art CNC (computer numerically controlled) technologies. Crailsheim-based compa-

ny's systems package and wrap products. Its success in selling its systems to such corporate giants as Johnson & Johnson, Bahlsen and Jacobs Suchard has given the company a 10 percent rate of profitability and a 15 percent rise in annual sales.

New from the company is the "picker." This highly maneuverable assemblyline robot can grasp and transport up to 250 items – cookies, for instance – a minute.

TOP DESIGN FIRMS SERVE THE GLOBE

news might have created more of a stir: frogdesign, Panasonic, Yamaha, Apple, located in Altensteig, on the eastern flank of the Black Forest, was named "Germany's design team of the year" for 1993.

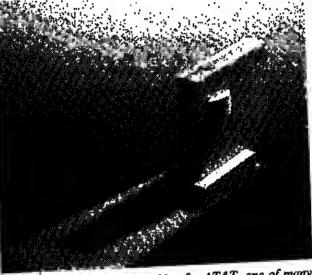
The news coincided with another coup: frogdesign was also selected to design. a corporate package and an "informator" (an ultra-small "bathtub television") for RTL, Germany's most suc-

cessful broadcaster. But for a number of reasons, the official community, design trade reporters These companies have built and the general public treat- up a stable of international ed these events as a matter "clients: Sony's new line of made a habit of winning awards - 300, according to the company's latest count

In another state the - and contracts. Its list of Eastman Kodak and Hewlett-Packard.

The truth is that successful designers have become a staple of Baden-Württemberg, Slany Design and Moll Design had preceded frogdesign to the winner's circle in recent years. According to a recent estimate by a Munich-based industrial designer, "Fully half of Germany's international designers are based in Baden-Württemberg. has radios and the new logo for Philips are just two

ples of their work. Nor do the state's design



Frogdesign's answering machine for AT&T, one of many international clients.

abroad - quite the opposite. eye for a snazzy telecommunications console or an Benz sports cars elegant satellite antenna chairs and Boss suits.

efforts go exclusively may appreciate a few of Baden-Württemberg's other .Those who don't have an design masterpieces: Porsche and Mercedes-

HOME ON THE SCHWÄBISCHE ALB family trove, acquired There are a number of through centuries of penuri-

uplands in Central Europe. The most imposing and famous are, of course, the Alps and their individual ranges. The Schwäbische Alb (lit-

erally, "Swabian Upland") extends 200 kilometers to the northeast from its larger Swiss namesakes. While the Alb's highest peak reaches 1,000 meters, its rise from the Danube and Neckar valleys is often gradual and wayward.

Its peaks do provide a number of bighly visible prominences. Although only 850 meters high, the fortress of Hohenzollern dominates the landscape for miles around, a majestic reminder of its iron-willed, iron-nerved dynasty. In the 15th century, the Hohen-Schwäbische Alb" – is the zollerns took a very large way to go for an old-fash-gamble. They swapped their ioned kind of rural home.

ous parsimony, for the rights to a half-civilized. half-waste "march" of land - the Mark Brandenburg - including its village capital:

While Berlin and the rest of Germany have become highly urbanized, highpowered entities, the Alb has stayed much the way it was; an area of uncluttered landscapes and wonderful rib-sticking food. In English and in German, "down' teams up naturally with "home" and its various delights, as in "down-home cooking." For hundreds of thousands of campers. returning sons and daughters and other visitors, "up"



The Schwäbische Alb has retained much of its historic wilderness.

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BRUSSELS	234	ROTTERDAM
DUBLIN	129	TOKYO
ISTANBUL	243	WARSAW
	330	HONG KONG
IZMIR	354	LONDON
COPENHAGEN	235	LUXEMBOURG
MADRID	378	NEW YORK
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SPORTS

Graf Slams Her Way to 4th Straight

MELBOURNE - Steffi Graf had just turned in a nearly flawless performance to win her fourth straight Grand Slam title when the shadow of her only real rival ap-

"Are you looking forward to Monica's return?" she was asked after her 6-0, 6-2 defeat Saturday of Arantza Sanchez Vicario in the

"Yes," she said with a bewildered look on her face, then passed and took a deep breath. With Monica Seles sidelined

since she was stabbed in the back by a spectator during a German tournament in April, Graf has taken women's tennis back to the late 1980s --- when she ruled the sport. Saturday's victory made it 13 straight Grand Slam titles that have been won by either Graf or Seles, a streak stretching back to the 1990 U.S. Open.

Seles had won the previous three Australian Opens; since she was attacked. Graf has won all four of the Grand Slam tournaments.

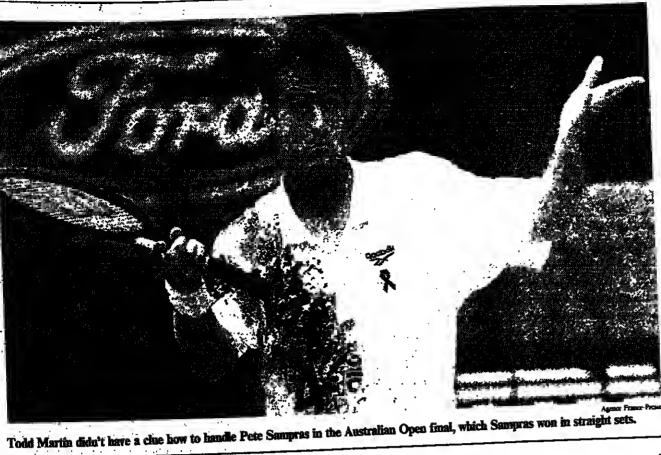
Graf, who won her 15th Grand Slam title, blasted 14 forehand winners past Sanchez Vicario while patting on her most dominating performance in a Grand Slam final since her 6-0, 6-0 defeat of Natalia Zvereva in the 1988 French Open. Especially in the first set, I

didn't seem to make any mistakes and whatever I did was close to the lines, it was the right shot and perfect timing." Graf said. "I don't think there have been many moments that I can say I have played

She needed only 6 hours, 23 minutes, to complete all seven of her matches during the two-week Aus-tralian Open. That was less than the 6:32 John McEnroe and Mats Wilander took to play one match in the 1982 Davis Cap quarterfinals at St. Louis.

Sanchez Vicario won only 12 points in the first set. When she finally won a game, early in the second set, she slammed a ball high in the air in celebration.

> For investment information. Read THE MONEY REPORT



Sampras Routs Martin In Australian Open Final

مكذات الأصل

Compiled by Our Staff From Dispatches MELBOURNE — Pete Sam-pras, serving aces as fast as 126 miles per hour, won his third straight Grand Slam title by overpowering Todd Martin in straight sets Sunday in the final of the Aus-

tralian Open. Sampras, who had 13 aces, overcame an early threat from Martin by winning a first-set tiebreaker, and then rolled to a 7-6 (7-4), 6-4,

6-4 victory. He became the first man in nearly three decades to win Wimbledon, the U.S. Open and the Australian Open consecutively. The only other times is was done was hy Roy Emerson in 1964-65 and Don Budge in 1937-38.

Sampras, who was the top seed, raised his arms in triumph and screamed "Yeah!" after ending the match with a forehand winner. The off," Martin said. two men, who are golfing buddies, then put their arms around each other and Sampras momentarily

shoulder. Martin needled Sampras about leading 5-1 in the third set and dropping three straight games — span in the final set — and each of including a service game — before the serves went past Martin at exfinally ending the match.
"He said, 'Way 10 serve it out.'

He was giving me a hard time." Sampras said.

It was the first all-American final in the Australian Open since 1982, when Johan Kriek defeated Steve

Sampras' powerful serves and groundstrokes often left the ainthseeded Martin flat-footed, or reaching in vain as the ball rifled

"He's just 100 good and he really deserves what he's succeeding Bt, because he's really working his butt

There were plenty of excellent shots in the 2-bour, 33-minute

match, but little drama. Sampras

Tech 73: Charlie Ward, the Heisman

rested his head on Martin's left and Martin show little personality on the court, and Sampras was While congratulating each other, firmly in control after the first set. Sampras was so consistent that he had two aces in a three-point actly 119 miles per hour [190 kilo-

meters per hour). The first set took 63 minutes, longer than the entire women's finai on Saturday. Martin had his best chance at 3-3 in the first set when he had four break points, but Sampras saved them all and even-

tually forced the tiebreaker. When I did lose the breaker, I think a motivated Pete, it loosened him up," Martin said. "Like most of the top players, be plays a lot better when be's ahead.

Sampras said that he would now aim at his higgest remaining challenge, winning the French Open. He said he would take a month off before the Paris tournament, which is held in May.

The French Open is definitely a goal that is going to be very tough to achieve," he said. "To win on

clay is the biggest challenge in my career, but I'm getting better."

He also was pleased to be traveling in more elite company
It's nice to get the respect from

the older players, like (Rod) Laver and (Ken) Rosewall," he said. "I feel like those guys were really classy guys and people I've always looked up to, but I'm getting hope-

Trophy-winning football quarterback, made the winning layup with two secfully closer to their level. onds left in the game in Atlanta.

Georgia Tech (11-7, 2-5 Atlantic "If I can maintain this form for the next five or six years, hopefully Coast Conference) was led by James I can be considered one of the Forrest with 22 points. The Seminoles greatest of all time and that's im-

portant to me." "I hasically set my goal this year to win a Grand Slam title and I've done that. These last couple of matches were pretty sweet. I played pretty well. It's B major title and

Other Australian Results

MENT DUBLES FINAL
Poul Haarbuis and Jacco Ellingh (3), Netherlands, del, Byron Black, Zimbobwe, and
Jonathon Stark (2), U.S. 67 (3-7), 6-2 6-4, 6-3.
WOMEN'S DOUBLES FINAL
GIOI Fernandez, U.S., and Notalia Zvereva,
Belarus, (1) del, Potry Feedick and Meredith
McGrath, U.S. (7), 6-3 4-6 6-4
MIXED DOUBLES FINAL
Andrei Olnovskiv, Russia, and Larisa Nelland 161. Latvia, del, Todd Woodbridse, Australia, and Helena Sokova (1), Czech Rapublic, 7-5, 6-7 (6-7), 6-2

Dallas' Dorsett, White Duke Reins in Maryland, Its Freshman Star West Virginia (13-3, 6-2) got 27 points from Ricky Rohinson. Florida State 74, No. 21 Georgia

ATLANTA — Tony Dorsett, Randy White and Jackie Smith, all of whom played for the Dallas Cowboys, were among the six men elected to the Pro Football Hall of Fame on the eve of Sunday's Super Bowl game in which the Combons where playing the Raffelo Bills

In NFL Hall of Fame

the Cowboys were playing the Buffalo Bills.

Bud Grant; the former coach of the Minnesota Vikings; Jimmy Johnson, who played cornerback for the San Francisco 49ers, and mining back Leroy Kelly of Cleveland, as

a senior nominee, were also selected Samuday.

Dorsett, the National Football League's third all-time leading rusher and the 1977 rookie of the year, made it in his first year of eligibility. He retired in 1988 with 12,739

yards rushing.
White, a defensive tackle for the Cowboys from 1975-88
White, a defensive tackle for the Cowboys from 1975-88 who was a nine-time Pro Bowi selection, also was elected in

his first year of eligibility.

Smith, a tight end with the St. Louis Cardinals from 1963-77, fimished his career with one season as a Cowboy. He was considered one of the best all-around tight ends in Johnson spent 16 seasons with the 49ers, getting 47

derceptions, Grant coached the Vikings for 18 seasons, and in four Soper Bowls. He had a 620 winning percentage (158-96-5) during the regular season and his 168 NFL victories place him eighth on the career list.

The Result of the Browns from 1964-73, after replacing for the Browns from 1964-73, after replacing for the Browns from 1964-73, after replacing find Brown. He had 12,329 total yards in his career and half, Maryland (12-4, 5-2 ACC) lost its

With help from his teammates, Duke center Cherokee Parks stole some thunder from Maryland's freshman star Joe Smith, and the Blue Devils grabbed first place in the Atlantic

Coast Conference. Parks outplayed Smith on Saturday Durham, North Carolina, scoring 24 points and grabbing 11 rebounds to

Smith, averaging 21.5 points and 10.8 rebounds, was held to nine rebounds and 11 points on 3-for-11 shooting. Part of the problem was Duke's defense, and the help Parks got from Antonio Lang and Grant Hill. "He's a really good player, but I think Grant and Tony did a really good job of helping me out," Parks

Smith said he wasn't the only one struggling with Duke's defense.
"They did a pretty good job of getting back on defense," he said, "When
we got the rebounds, they'd slow us

second half. The Terrapins missed their first nine shots after intermission as Duke (15-1, 6-1) went on an 8-0 run. No. 3 Kansas 87, Colorado 53: Steve Woodberry scored 16 points, and the

Jayhawks used 10-0 and 13-0 runs at the start of each half to beat the Buffaloes in Boulder, Colorado. Kansas (19-2, 4-1 Big Eight) used a

COLLEGE BASKETBALL

smothering man-to-man defense that forced Colorado (9-8, 1-4) into 23 turnovers and 32 percent shooting. No. 5 Arkansas 65, Tennessee 64: In Knoxville, Tennessee, Scotty Thur-man hit a 3-pointer with 9 seconds left and the Razorbacks avoided a third straight upset loss to the Volunteers. Arkansas (14-2, 5-2) got 15 points from Corey Beck, Tennessee (3-13, 1-

7) was led by Cortez Barnes with 15 No. 7 Purdue 75, No. 17 Minnesota 72: Glenn Robinson scored 27 points, and the Boilermakers (17-2, 5-2 Big Ten) held the Gophers to one basket in the final 31/2 minutes in the game in

time ran out. The Gophers got 18 points from Voshon Lenard.
No. 10 Temple 64, George Washington 54: In Washington, D.C., Eddie
Jones scored 21 points for the Owls

(13-2, 6-1 Atlantic 10), who extended their winning streak to seven games. The Colonials (8-8, 2-6), who have lost four in a row, got 16 points from

Nimbo Hammonds. (9-7, 2-6) got 22 points from Boh Sura. No. 12 Louisville 94, Va. Commonwealth 74: Greg Minor scored 24 points as the Cardinals quieted the ■ Coaches Back Mediation crowd in Richmond, Virginia.
Louisville (16-2, 6-1 Metro Confer-

ence) got 19 points apiece from Dwayne Morton and Clifford Rozier. Kenny Harris scored 21 points for the Nams (11-6, 3-3).

No. 15 Michigan 79, No. 16 Wisconsin 75; Jalen Rose scored 23 points and Juwan Howard had 22 and eight rebounds as the Wolverines (13-4, 5-2).

bounds as the Wolverines (13-4, 5-2). Big Ten) won at home in Ann Arbor. Wisconsin (13-3, 4-3 Big Ten) made 13 of 28 3-point attempts.

St. Bonaventure 72, No. 19 West Virginia 66: In Olean, New York, Harry Moore scored 22 points and the Bonnies (8-8, 2-4 Atlantic 10) ended an eight-name losing streak against the an eight-game losing streak against the

government offer to mediate their disthis trophy is going to sit really nice in my cabinet." (AP, AFP, Reuters) pute, The Associated Press reported, quoting the group's director, Rudy While noting that his group had not made a final decision, Washington

said: "We expect to go along, it's just 2 matter of setting up a meeting and getting everyone together."

The NCAA on Friday accepted the

The Black Coaches Association like-

will follow the National Collegiate

Athletic Association in accepting a

Justice Department's offer to mediate the dispute over men's basketball scholarships.

The department's offer headed off a threatened BCA-led boycott of college

Arriel McDonald missed a 3-pointer for Minnesota (13-6, 4-3 Big Ten) as Mountaineers.

basketball games.

Read THE MONEY REPORT every Solurbay in the HT	Kelly started for the Browns from ing Jim Brown, He had 12,329 total ; made the Pro Bowl six straight year	yards in his career and half, Maryland momentum w	th a slow start in the for Minne	sota (13-6, 4-3 Big Ten) as M	IOMERICA S.		Soles In Net	Soles In Not
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NDA

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Phoenix 24 31 39 23—168
Philodethika 22 19 23—197
P: Cabrillos 8-13 3-4 19. Maierie 12-21 3-6 33.
P: Braziley 19-16-5-6 25. Woolridoe 19-17-4-24.
Renousda—Phoenix 36 (Miller 14), Philodelinka 43 (Braziley 11). Assista—Phoenix 27
(E.Perry 9), Philodelinka 20 (Barros 6),
Atlanta 34 20 25 36—117
Charlotte 25 26 27 25—185
A: Wilkins 9-20 7-27. Villis 9-15-42 24 Blov-lock 9-15-6-6 25; C: E.Johnson 8-20 2-2 21, Beaus 19-13 1-1 21, Hawkins 9-16-6-6 20. Rebounds—Allanta 31 (Willis 12), Charlotte 51
(Ellis 18). Assista—Allanta 25 (Blovicck 6).
Charlotte 23 [Booves 11(,
Milomi 19 24 25 24—106
Oriendo 27 21 24 25—97
M: Rice 15-22 0-0 34, Smith 7-14-3-3 16; O: Anderson 7-12-7-21, O'Neol 6-12-9-12-21, Rebounds—Allami 39 (Selkatv 11), Orianda 44
(O'Neol 11), Assista—Allami 26 (Long 6), Orlando 25 (Siviles 6).

| Colored 11, Assistantian | Colored 12, Colored 13, Colored 13, Colored 14, Colored 15, Colored 17, Colored 15, Colored 17, Assistantia, Colored 17, Assistantia, Colored 17, Colored 16, Colored 17, Assistantia, Colored 17, Colored 16, Colored 16

go 49 (Pipoen, Grant 81, Assists—Mitwaukee 25 (Muracck))1, Chicago 34 (Pipoen 111, Detroil 9 20 918— 97 LA Lakers 27 25 25 18—195 D: Thomas 9-21 12-15-31, Hunter 10-20)-3 25: LA: Lynch 8-13 4-18 20, Threatt 8-17 4-4 20, Rebeands—Detroit 44 (Anderson 111, Los An-peles 78 (Lynch 181, Assists—Detroit 19 (Du-mars 6), Los Angelos 29 (Van Exet 8), Midnesoto 39 21 28 29— 98 Portional 39 21 28 29— 98 Portional 39 21 28 29— 98 J. Rider 9-17 1-3 29; P. B. Williams 4-5 3-3 15, C. Robinson 4-18 9-18 (B. Reboends—Winneso-to 45 (Lostiner 11), Partiand 34 (B. Williams 6), Assists—Minnesoto 25 (M.Williams 6),

10). Assists—Minnecota 25 (M.Williams 8). Partiana 23 (Siricklana 9). MONDAY'S RESULTS Milwousce 25 25 28 19—89
Philodelphic 15 27 18 34—74
M: Brickowski 7-13 3-17, Nutrock 9-19 4-4
22: P: Weest:er-poon 8-13 4-4 20, Berros 11-20:
22. A. Robonde—Milwoykee 47 (Boker 15).
Philodelphic S7 (Borros 13), Assista—Milwoykee 12 (Marches 11, Dephilodelphic 11).

worken 27 (Murdock 10), Philodolphia 31 Promotion 25 34 24 25-102 (Strington 37 29 27 15- 97 O: Anderson 6-13 4-7 29, O'Neal 12-25 3-16 27, Hardaway 7-16 10-1424; W. Gugliotta 11-25 4-6

24. Cheaney 13-29 0-2 24. Rebounds—Orlando 51 (Anderson 11). Woshinston 52 (Goallotta, Murasan 18). Assists—Orlando 23 (Nardowov 8). Washinston 25 (Adams 13). Michael 73 28 26—113 Cleveland 23 28 29—98 Ar. Rice 12-16 3-7 25. Smith 7-15 2-3 18; C: Daudnerty 3-4 10-18 16. Battle 3-13 3-4 20. Repounds—Michael 45 (Selkaty 15;, Cleveland 33 (Narace 31 Assists—Michael 10) (Lone 81. Cleveland 24 (Daugnerty 7).

Sacramento 23 22 21 28—101 Datios 21 34 26—104

| Webb 91, Dallos 18 | Lockson 51, | Indiana | 17 | 23 | 33 | 33-119 | Houston 24 | 37 | 23 | 25-196 | 1. Smits 8-9 3-1 19, Millior 9-13 1-1 | 21; H: Otaluwan 13-29 6-3 27, Elle 7-14 5-5 21. Rebands--Incisno 25 (A Davis 71, Houston 45 | IOlajuwan 121, Assista--Indiana 33 (McKey 8), Hauston 20 | ICosseri 61,

Altesta 29 16 17 25— 87 Son Antonio 37 23 17 23—109 A: Willis 9-14 5-5 24. Whostev 4-7 3-3 11; S: Ellis 11-20 3-3 28. Robinson 13-22 1-10 28. Robinson 13-22 10 28. Robinson 13-22 10 28. Robinson 13-22 10 28. Robinson 13-2 (Redmon 12), Assists—Atlanta 7 | Ferrall 31. (Rodmon 12), Assists—Atlanto 7 i Ferral 3).
Son Antonio 25 (Robinson, Anderson 6).
Detroit 25 29 23 19—110
Derver 36 26 28 28—120
D1: Allis, 9-14 2-220, Demors 19-15-11 31: O:
R-Williams 7-13 6-4 29, Siffit 6-11 7-7 23, Rebounds—Detroit 40 i Anderson 18). Denver 54
(Mutronio 15), Assists—Detroit 12 (Hunter 2).

Seatt N
NY: Ewino 7-12 7-7 21, Mason 4-7 5-5 17: 5:
Perkins 7-15 2-2 17, Porrion 6-17 1-4 17, Rebounds—New York 33 | Ewino 181, Seattle 45
(Cose, Kerms 6), Assists—New York 23
(Storks 6), Seattle 20 (Payton, Michillion 5),
Mianesolta
12 27 25— 93
LA Cliopers
A: West 14-21 2-4 30, Lostiner 7-15 4-518; LA:
Manning 6-16 3-6 19, Harber 13-22 4-4 31, Rebeunds—Minnesolta 53 | Lostiner 14), Los Argelee 49 | Harber 6], Assists—Minnesolta 32 Amming 9-16 3-0 ...
Segrads—Altimestric 53 (Locison 7).
(Williams 9). Los Angeles 25 (Jockson 7).
(Williams 9). Los Angeles 25 (Jockson 7).
25 31 25 32-120
27 22 26 26-106
Anderson 8-17 7-7
Anderson 8-17 7-7 Golden State
NJ: Coleman 6-14 7-8 19, Anderson 6-17 7-7
34; G: Owers 7-18 2-4 18, Webber 6-15 5-7 21,
Sprewell 19-22 4-6 26, Rebounds—New Jersey
69 (Brown 171, Golden Blote 47 (Gottling 8),
Assists—New Jersey 20 Edwards 51, Golden
State 29 (Mullin 7).

Major College Scores FRIDAY'S RESULTS

FRIDAY'S RESULTS
Columbia 67, Parwin 46
Manhatten 98, Siana 12
Yole 65, Cornell 97
Idaho SI, 85, Mantana 82
Mantana 51, 74, Boise St. 72
SATURDAY'S RESULTS
EAST
Boston College 79, Seton Holl 58
Boston U, 82, New Homoshire 72
Orexel 100, Vermond 97
Fairfield 78, Niogaro 72
Fairfield 78, Niogaro 72
George Masson 115, American U, 102
Georgetawn 77, Miorni 40
Holy Cross 99, Bocknell 98, OT
Lafoyette 95, Army 74 Latayette 95, Army 74 Maine 79, Northeastern Laterette 95, Army 74
Adoloc 79, Northeastern 87
Adoloc 79, Northeastern 87
Add-Belttmore County 78, Winthrop 75
SI. Bonaventure 72, West Virsinio 44
Templa 64, George Woshington 54
Towson 51, 54, N.C.-Asheville 45
Wagner 79, 51, Franchylle 45
Wagner 79, 51, Franchylle 45
Addense 70, Miller Jens 144
Addense 70, Miller Jens 144

Alabama 70. Mississipol 51, 69
Aspeciachion 81, 74. VAI 64
Arkansos 65. Tennessee 64
Centenary 90. Stetson 73.
Clemson 75. N. Carolina 51. 72
Coastal Carolina 74. Campbell 71
Duko 75. Marryland 62
E. Kontucky 87, Marchaod 51. 78
East Carolina 64. N.C.-Wilmington Flarida 75. Vanderbill 66
Flarida 51. 74. Georgia Tech 72

Flarido 75. Vanderbill 46
Flarido 75. Vanderbill 46
Flarido 51. 74. Georgio Tech 72
Georgio 96. South Carolina 85
Georgio 96. 50. 77. Samtord 71
Louisvilla 94. Vo. Commonweath 74
South Asboma 72. Louissano Tech 49
Southern Miss. 83. Virginio Tech 69
Southern Miss. 83. Virginio Tech 74
Michael 95. Wish Missauri 52. 86
Flaridia 96. Wish 151. 85
Kansos 51. 76. Iowa 51, 70
Misant, Ohio 77. Ball 51, 99
Michigan 79. Wissansin 75
Pravidence 82. Nofre Donte 75
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Pravidence 82. Nofre Donte 75 Purdue 75. Mismesota 72 Tulsa 89. Drake 80

WEST
AFROMEOS St. 66, AFK-LIMB Rock S4
TUXOR (18, Houston 78
TEXOS ABAM 69, Southern Meth. 65
TEXOS TECH 91, RICO 72
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FRIDAY'S RESULTS

SATURDAY'S RESULTS Vinnipeg | 1 4 0-1 betroit 2 1 4-7 First Period: D-Sheppord 51 IChlosson, Cof-

(Elik, Falloon), State on earl; S.J. 7-7-71. T 9-1-14-77. Goalloo-S.J., Irbs. T. Pusoa. Dalles Edmantos 2 4 1-3 Edmantos 2 1 1 3-5 Elicar Period; E-Peorson 12 (Rice); E-Sen-nett 3 (Weigni, Rice); D-N. Eroten 13 (La-dyord, Gosner). Secard Period; D-Evason 16 (Triord), Donten) (pp). Tatel Period; D-Courtrol 14 (Modona, Hartcher)) D-Gitchris; 11 (McKentja, Ludwig); D-Ladvard 7 1 en): E-Defirusk 3 (MacTovisk, Bernett). Stats on yeal; O 9-10-27. E 15-10-31. Goales-O. Moop. E. Rontord. Pirus Period; P-Mullen 27 (Francia); T-An-drovchuk 20 (Gilmour); P-Mullen 25 (Nas-lund, Francia); T-Berg 4 (Rouse, Mironev). Second Period; P-Potterson 3 (Murphy); T-Berg 5 (Zatel, Obberne); T-Gilmour 17 (Bers-chevsky, Andrewchuk); P-Francis 19 (Nas-lund, Mullen), Third Period; Nane, Overtime;

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MEN'S DOWNHILL
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WOMEN'S DOWNNILL
Results Saturday of downhill to Germany.

Results Saturday of downhill to Germany.

Rendy Will, U.S. 73: 1, Describ 61: 9, Haraki Curdot, Germany; 1, Isolde Kostser, Irol, I minute, 4484 seconds; 2, Melanis Sucray, Fronce, 1:4485: 3, Michelle Ruffiver, Curdot, Germany; 84; 76, Einberger, 77.

LUGG

Results of the weekend's World Curdot, Solvenia, Classif, 9, Haraki Gundot, 84; 76, Einberger, 77.

LUGG

Results of this weekend's World Curdot, 1999.

Results of this weekend's

Zejenskoja, Russia, 126; S. Renets Goetsch. Edu Austria, 106; 7, Smert, St; 10, Lund, 75. SS,37 Zeierskeia, Russia, lari a. Neward Austria, 1961; 7. Strect, 57: 16. Lund 75.
Sysrell World Cop standings (effer 22
systell World Cop standings (e

Stessits Saturday of World Cap moosi skiling convenition in Le-Relate Contain: MEN 1. Jean-Luc Brussand, Conado, 26.23 points;

Contractifion in Le-Reining, Contrals:

1, Jean-Luc Brussard, Connoto, 28.33 points;
2, Offivier Allomand, France, 28.37; 3, Edgar Grassiros, France, 26.37; 4, Demirrick Gouthler, Connoto, 28.15; 5, Offivier Cetts, France, 28.37; 4, Jures Poolaryi, Sweden, 25.82; 7, Arthony Hemery, France, 25.77; 8, Swedpers Rockon, Connoto, 258; 9, Jures Bires, Switzerland, 24.67; 10, Fablen Bertrand, France, 24.22, World Cons. Standings; 1, Grassiron, 234 points; 2, Srassard, 280; 2, Seroel Swedersoy, Russio, 364; 4, Catte, 282; 5, Allomand, 724; 8, Pooloryi, 276; 7, John Smart, Conodo, 285; 8, Sean Smith, U.S., 276; 7, Craig Radman, U.S., 246; 18, Bertrand, 284.

Seon Smith, U.S., 174; 9, Croig Radman, U.S., 244; 18, sertrand, 244.

WOMEN

1. Donna Weinbrecht, U.S., 24,11 points; 2, Candica Gifs, France, 22,3; 2, 24,11 points; 2, Candica Gifs, France, 22,3; 4, Ludmilla Oymchenica, Russic, 24,8; 5, Rophaelle Monod, France, 24,8; 4, Tolliana Mittermayer, Germany, 24,34; 7, Bronwen Thomas, Detta, Conson, 24,2; 8, Birght Stein-Keppler, Germany, 21,2; 9, Yvonne Settert, Germany, 23,3; 10, Ann Battella, U.S., 23,42, World Cus Standings; 1, Weinbracht, 409 World Cus Standbes: 1, Weinbrecht, 409 solnts: 2, Nottestad, 368; 3, Millermayer, 360; 4, GRe, 360; 5, Bottelie, 330; 4, Manad, 304; 7, Liz

re. United States, 300: L Dymake Speed Skating

Resetts from the world swint mend starting champtestables in Catgory, Capada:

MEN

500 metres: 1, Dan Jorgen, U.S., 3554 seconds: 2, Hirovasu Shimizu, Jason, 3635; 2, Sergel Kievchenia, Russia, 3637; 4, Janich Inous, Josen, 3646; 5, Kim Yoon-Man, South Kored, 3656; 4, Grande Nice, Norwey, 36,577; 7, Negrons Gelither, Stusta, 3640; 8, Lui Hanna Alexander Gelüber, Russin, 3660; E. Lui Hons So, China, 3641; 7. Toshiyuki Kuraiwa, Japan. 343: 15 Kevin Scott, Canada, 3437, 1.000 metres: 1, Klevchenia, 1 minute 12.55

Hataiya Yakuchenka Ukraine, 1:28,530 (44,416-44,1)4(; \$, Natalie Obkircher, Italy, 1:26.552 (44.271-44.)611; & Suni Erbritonin, Ger-mony, 1:26.579 (44.463-43.574); 7. Angeliko Nouner, Austria 1:28.674 (44.46-44.225); & An-

many. 1:28.57 (44.65-43.76): 7. Angellian Neuter, Austria. 1:28.64 (44.46-43.25): 18. Angellian Towarder, Austria. 1:28.64 (44.67): 9. Sylka Otto, Germany. 7:28.96 (44.67): 9. Sylka Otto, Germany. 7:28.96 (44.67): 40.25): 10. Erin Worren. U.S. 1:29.57 (44.79-44.25): 10. Erin Worren. U.S. 1. Erin Worlen. U.S. 1. Erin Worren. U.S. 1. Erin Worlen. U.S. 1. Erin Worlen. U.S. 1. Erin World. U.S. 1. Erin Worlen. U.S. 1. Erin World. U.S. 1. Erin Worlen. U.S

States 1, Russia I ENGLISH FA CUP Fourth Round Chariton 6, Blackburn 6 Christon 1, Shelfield Weich Schreiby 1, Asion Villa 2

SOCCER

INTERNATIONAL PREMOLY

SIDELINES

Els Wins With Dubai Course Record

DURAL, United Arab Emirates (AP) - South African Ernie Els won the Dubai Desert Classic golf title Sunday by six strokes, carding a final round 1-under-par 71 for a four-round total of 268 that beat by three strokes the 1990 course record of 64 set by Ireland's Fammon Darty. Greg Norman of Australia, the pre-tournament favorite finished second, with five birdies on the back nine for a round of 69.

• Andrew Magee, winner of the previous week's Tucson Open; Rick Febr and Dan Forsman were tied for the lead going into Sunday's final round of the Phoenix Open.

NFL to Consider Changes to Game

ATLANTA (WP) — With the National Football League's labor problems settled, expansion over for now and a record TV contract signed, Commissioner Paul Tagliabue has said the league will begin to "focus on the game itself," including the possibility of "de-emphasizing field goals and emphasizing touchdowns."

In his annual state of the league address two days before the Super Bowl, Tagliabue said the NFL's competition committee soon would consider the possibility of a two-point conversion following touchdowns.

consider the possibility of a two-point conversion following touchdowns, which would conform with college rules.

He said the committee would also seriously consider moving the line of

scrimmage back a yard for the defense "because the proximity to the quarterback is enhancing blitzing defenses."

Orioles Get New Relief in Lee Smith

BALTIMORE (AP) - The Baltimore Orioles signed free agent Lee Smith, 36, major league baseball's all-time saves leader with 401), to 8 one-year contract paying \$1.5 million, 8 move that virtually guarantees that Gregg Olson, the team's all-time saves leader, will not return for the 1994 season.

Pricher Juan Guzman agreed earlier to a \$3.8 million, two-year contract with the Toronto Blue Jays, although he wouldn't have been eligible for arbitration until next winter. Dave Henderson and the Kansas City Royals agreed to a one-year contract worth about \$1 million, conditioned

on him passing a physical exam.

Los Angeles pitchers Kevin Gross and Ramon Martinez, Detroit Catcher Chad Kreuter, Montreal pitcher Chris Nabholz and Boston pitcher Jose Melendez agreed to arbitration settlements.

For the Record

Commy Myler stunned Europe's top lugers Sunday in Altenberg, Germany, as she became the first American woman to win a World Cup competition; she did so in the tour's season finale before the Lillehammer

Olympics.

Borls Becker, after a meeting with Mark Miles, chief executive officer of the ATP Tour, said that December's remarks highly critical of drug testing on the men's tennis tour had been "out of context and misinter-preted."

Wagner Canazaro, the former refereeing director of the Rio de Janeiro soccer federation, has been banned for one year following the conclusion of the first of three investigations into the matter. (Reuters) Rod Davis of Australia beat Thierry Peponnet of France, three races to two in the best-of-five final, to win his third Australia Cup racing regatta title in four years.

Onotable

· Hugh Buckingham, a member of the LSU Athletic Conneil, on why Shaquille O'Neal will never be in the school's hall of fame: "He not only didn't get a degree," which is mandatory, "he left in the middle of the semester after his last season. It makes our rhetoric about educating athletes look like a sham,"

Lucus I., Sempeterta of Gench 3
Napoli I., Rocha 1
Piscentin 3. Ragident 2
Udiness I., Torkin 1
Standistra Allien. 25 points: Sempeters and Joventin, 78 Points 25; Index, 25; Ludo, Nepoli and Techno, 22 Possilo, Roma and Coglient, 22; Piscentes, 6; Cramonan, 18; Udinesa, 17; Repolana and Gench. 26; Antherin. 18; Udinesa, 17; Repolana and Gench. 26

Dubel Desert Classic Leading Tingl-rotate State Clark
[A472-rests] pen-72 interests Golf Clark
[Errile Els, South Africa 61-49-67-71-248
Greg Normon, Australia 48-49-64-574
Wayne Vietness, South Africa 70-48-64-674
Janython Lenics, England 67-73-70-67-774
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Assirafia vs. Seath Africa
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Australia first innings: 44F-7
South Africa first innings: 225-7 (116 overs)

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TRANSACTIONS

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VALDOSTA ST.—Extended contract of Hall

VIRGINIA TECH-Named Gary Tranquid offensive coordinator.

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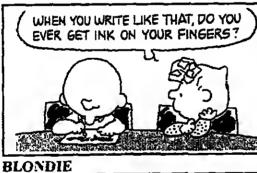


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I WISH I COULD TEACH HER TO STOP WANTING TO
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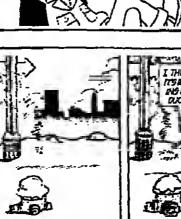








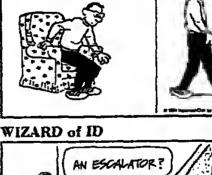




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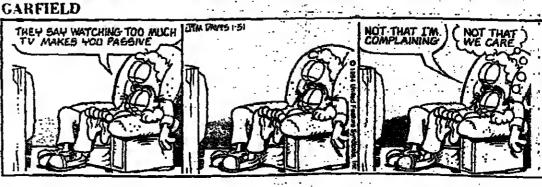












Straight Straight

Mark the series that will be a series there

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Rescue workers could do little to save Ulrike Maier, who was pronounced dead after being airlifted to a hospital from the downhill course at Garmisch-Partenkirchen.

Tomba, Pains and All, Gets 3d Slalom Victory

earlier to a squash court wall, won had the best time in the second run. month's Olympics in his home Sunday's men's World Cup slalom race despite his aching shoulder.

with a final time of 2 minutes, 1.37

Tomas Fogdoe of Sweden was second in 2:02.34. Jure Kosir of Slovenia and Thomas Sykora of Austria ued for third at 2:02.78. "I had a large pain in my shoul-der last night." Tomba said. "I only decided this morning to run. I

couldn't warm up properly, and took an injection for the pain." He is the only Alpine skier to win consecutive Olympic gold medals in the same event, the giant slaion titles in 1988 and 1992, and he won the slaion gold medal in 1988.

He has not won a giant slalom this season but moved into the overall lead in the slalom standings with 440 points off three slalom victories, plus a second and a third in the seven races this season.

Thomas Stangassinger of Austria, the slalom leader before the race, dropped to second. He was inst 15th after the first run.

News of the death of Austrian Ulrike Maier in Garmisch-Partenkirchen. Germany, had reached Chamonix early Saturday evening.

The Associated Press Fifth was Firm Christian Jagge CHAMONIX, France — Al- of Norway with surprising French-1:01.44 to Tomba's 1:01.95.

But the Italian was the only skier The stocky Italian took the lead under a minute in the first run, with his first run and held onto it 59.42 while Amiez, starting in the 36th slot, was 14th in 1:01.77. After the first run, Tomba bent

over in pain. After the second run he just ruhbed his shoulder. There was some pain at the beginning of the first run when ! pushed too hard and at the third gate I even shouted," he said. That's why you saw me bend over after the first run. On the second

run it was O.k." Kjetil André Aamodi added to his overall lead hy winning the combined race. He won Saturday's downhill and was 21st in the slalom race. The times are added together for the combined event.

Five-time overall champion Marc Girardelli of Luxembourg, in second place, hooked a gate and fell during the first run.

The men's next race, a downhill, is scheduled to be run in Garmisch-Partenkircben next Saturday. However, the course was closed Sunday as an investigation was conducted into Maier's death, and weekend's national champion-

downhill victory Saturday in what berto Tomba, the loser five days man Sebastian Amiez sixth. Amiez he hoped was a good omen for next

Page 19

He was timed in 1:58.35 seconds, with Jean-Luc Cretier of France second in 1:58.69 and Hannes Trinki of Austria third in 1:58.87.

"To win a downhill was a goal for me," Aamodt said. "I knew I could win a downhill since my fifth place in Kvitjell last year. I understood I had the possibility to win a downhill race. Last week I was just six-hundredths behind the winner

Kvitjell, Norway, will be the site of the downhill race at the Winter Olympics, which begin Feh. 12.

Cretier, who came back from a fall at Wengen, said, "I was still having trouble walking four days ago. I still have some pain in my knee. You needed a lot of power on the last part of the course where it was icy and hard."

 Toni Nieminen, 18. gold med-alist in the individual high hill event and team jumping at the 1992 Olympics, has been left off Finland's team for the Lillehammer Games after a poor showing in the a decision on the men's race was ships, the news agency STT report-

MAIER: Austrian Star's Death in Race Leads to Controversy Over Safety

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citation and heart massage before Maier was "to race," he said. flown by helicopter 25 kilometers to a hospital third in the downhill, knew Maier and said that

broken, the main artery was ripped, and so surgery was possible." Doctors said the main injury had occurred:

when her helmet flew off. overall standings and one of her country a best overall standings and one of h

Austria.

Herwig Demschar, the Austrian women's course.

The tragedy was one of several to bit Austriteam chief, said Maier had not been nervous.

The tragedy was one of several to bit Austriteam chief, said Maier had not been nervous.

Austria.

The tragedy was one of several to bit Austriteam chief, said Maier had not been nervous.

Austria.

Confinmed from Page 1 "In fact sile was highly motivated and eager

Michelle Ruthven of Canada, who finished "She had no chance," said Ginter Hofmann, But, she added. There is enough netting and a co-director of the hospital. "Her neck was safety run outs. She had a freaky fell You can't broken the many the many fell you can't

really blame anybody."

Some coaches and skiers criticized the icy conditions on the course, however, and felt it

"A lot of coaches felt that way," said the

She took time off from World Cup circuit to care for her daughter and to allow a knee injury to heal, then returned to saccessfully defend her title at the 1991 championships in Saalbach fresh snow on the track and the race was delived an hour while officials prepared the

In 1992, Peter Wirnsberger died after hitting a wooden fence while on a ski outing with a girlfriend. The previous year, Gernot Reinstadler died after a crash in downhill training, and the world giant slalom champion, Rudi Nierlich, and the women's team coach, Alois Kahr, were killed in car crasbes.

Maier's death is the 23d among leading skiers since World War II. Twelve have been killed during racing or training, but Maier is only the third woman to die.

Skiing Deaths Since 1959

1959 Tool Mark (Austria), Wolfer Mussiner (Idadol 1964 Ross Milne (Austria), Wolfer Mussiner (Idadol 1964 Ross Milne (Austria), Wolfer Mussiner (Idadol 1979 Michel Batton (France)
1977 David Navella (U.S.)
1975 Michel Dulan (France), Markku Vsapala (Finland)
1976 Michel Dulan (Idadol Milne) Sustained in 1964 after years in como
1977 Gernof Reinstadler (Austria)
1972 Peter Wirnsberger (Austria) (died skiing shortly after a downhill)

Maier at a 1993 race with daughter Melanie, who was born in 1989.

Italian Kostner, 18, Wins Marred Women's Downhill

GARMISCH-PARTENKIR-CHEN, Germany - Italian teenager Isolde Kostner got ber first World Cup victory in the downhill race overshadowed by the crash that killed two-time world champion Ulrike Maier.

The race was interrupted for about 30 minutes while Maier was taken from the hill by belicopter. Most of the competitors did not know she had died.

The helicopter appeared to have hlown some snow off the course, the temperature dropped and, when competition resumed, the icy course was much faster than it had The top six finishers started after

Maier's crash. Kostner, 18, and in her first World Cup season, posted a time of I minute, 44.04 seconds to win on the 2,865-meter long course.

Melanie Suchet, a 17-year-old rookie Frenchwoman, finished second in 1:44.68, with Michelle Ruthven, a 26-year-old Canadian, placing third in 1:44.75.

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The Stars

Sergi Bruguera

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Magnus Gustafsson

Richard Krajicek

Alexander Volkov

Karel Novacek

Petr Korda

Ivan Lendi

Pat Cash

Wally Masur

Wayne Ferreira

Mark Woodforde

Fabrice Santoro

Marc Goellner

Javier Sanchez

Emillo Sanchez

Darren Cahill

Hanrik Holm

Greg Rusedski

Grant Connell

Luke Jensen

Murphy Jensen

John Fitzgerald David Adams

Andrei Olhovsky

Patrick Galbraith

Todd Woodbridge

Younes El Aynaoui

Christian Bergstrom

Andrei Cherkasov

Jason Stoltenberg

Marcos Ondruska

Skater Linked Ex-Husband to Attack

Compiled by One Staff From Disputies Collection Special about two hours PORTLAND, Oregon Tourn in the Malthomah County Court-Harding's former instant, and here in a plot to many investigating the case gan, only after FRI agents showed from the case was there if testify before the figure skating rival, Namey Kern was there if testify before the figure skating rival, Namey Kern was there if testify before the figure skating inval, Namey Kern was there if testify before the figure skating inval, Namey Kern was gain's hotel room before the attack and made several calls to Eckardi the day of the assault.

The Oregonian and the Detroit mestage was proved from the team at the last minute. Kwan finished second in the ding asked for the number of Kern and made several calls to Eckardi the day of the assault.

The Oregonian and the Detroit from the team at the last minute. Kwan finished second in the ding asked for the number of Kern and made several calls to Eckardi the day of the assault.

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The Oregonian and the Detroit from the team at the last minute.

The Detroit investigators reportedly have information that Harding asked for the number of Kern and made several calls to Eckardi the day of the assault.

The Oregonian and the Detroit from the team at the last minute.

The Detroit investigators reportedly have information that Harding asked for the number of Kernigan, who was forced out of the championships by the day of the assault.

The Oregonian and the Detroit from the team at the last minute.

The Detroit investigators reportedly have information that Harding asked for the number of Kernigan, who was forced out of the championships by a clerk just hours before the attack, a probable if Harding was removed from the team at the last minute.

Kwan finished second in the U.S. Championships in the day of the assault.

The Oregonian and t

It said Gillooly's attorney had. tried for some time to convince him that Harding had turned on him, but Gillooly did not believe it until that Harding made during a meeting with agents Jan. 18. Gillooly was arrested Jan. 19 in

connection with the Jan. 6 artack on Kerrigan in Detroit. The Oregonian quoted Gillooly's attorney, Ron Hoevet, as saying the

brother's version was accurate.
"Jeff would have fallen on his sword for Tonya, if Tonya had told him the truth, but she didn't," it quoted Hoevet as saying.

Gillooly persisted for some time in believing Harding would not im-plicate him. Hoevet said, but when authorities showed Gillooly her 46page deposition, "that finally convinced Jeff that Tonya had impli-

Gillooly has negotiated a plea bargain with authorities under which he will testify that Harding was involved in the plot from the beginning, according to reports.

The reports, which have not been officially confirmed, say Gillooly will plead guilty to a charge of racketeering and be sentenced to

two years in prison and a \$100,000

fine for his part in the plot.

Norway, next month. Gillooly. Harding's bodyguard, the hotel but Shawn Eckardt, and two associates at an arena.

have been charged with plotting the attack, sparking a scandal which still threatens Harding's participation in the Olympics.

Harding, 23, insists she is inno-cent, although she has acknowl-edged that she kept silent for days after learning that people close to her were involved in the attack.

the hotel but following a workout

showed seven calls were made from the hotel on Harding's credit card to Eckhardt in Portland the same day Kerrigan was attacked -three in the early morning and four in the

afternoon.
Meanwhile, the U.S. Figure Meanwhile, investigators in De-troit reportedly looked at phone records damaging to Harding And U.S. figure skating officials were immer, Norway, as an alternate,

Sea Cove Wins the Prix d'Amerique

PARIS — Sea Cove, an 8-year-old driven by Jos Verbeeck, won the Prix d'Amerique, Europe's biggest trotting race, at Vincennes race course near Paris on Sunday.

The German horse, the 1992 and 1993 Enropean Grand Circuit

champion, came in ahead of the French favorite, Vourasie, and last

year's winner, the Swedish entrant Queen L. American hopeful

Sea Cove earned half of the four million francs (\$675,000) prize

Queen L had been the prohibitive 1-2 morning line favorite. She

won the Prix de Belgique on Jan. 16 at Vincennes. (AFP, AP)

money for the 18-horse field in the 2.7-kilometer race.

considering an alternate skater for an unusual step. Kwan would be

whether there is probable cause to hold a hearing on Harding's mem-A Detroit television station reported that telephone records step is part of the process that could lead to her removal from the

> "Our special counsel has proceeded very quickly and very effec-tively," said Bill Hybl, the former U.S. Olympic Committee president who heads the panel.

The committee may have a recommendation sooner than its self-imposed Feb. 10 deadline, be said. "I don't think the panel feels any pressure." Hyll said. "What the panel does want to do is expedite

for figure skating can be estab-Harding's attorney, Robert Weaver Jr., complained about the number of leaks from law enforce-

the process so that a clearer picture

"I am very displeased by the amount of confidential investiga-

ment officials regarding evidence in the case.

tive information that routinely appears in the media," he said. "I think it does not speak well for the

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1 -0.

Chávez Loses First as Randall Gains WBC Title by the referee Richard Steele, bitterly about the decision. "He Associated Press reported from Judge Abraham Chavarria of Mexnever burt me. How could be have Cardiff, Wales.

The Associated Press LAS VEGAS - Júlio Cesar Chavez finally lost a bout, and this

time it was official. Frankie Randall knocked down Chavez in the 11th round Saturday and won the World Boxing Council super lightweight championship on a split decision. It was the first defeat in the illustrious career of Chivez, 31, although many thought he had lost to Pernell Whitaker on Sept. 10 in a fight judged a majority

Not this time," the promoter

ico scored it 114-113 for Chavez. won the fight?

"I'm out of here, I'm still the "Yes, I'm very shocked. The champ," Chavez snapped after knockdown surprised me but you ward, adding that he wanted a recan't judge a fight by one fall."

Giant Force was not in the top five.

The victory by Randall, a 15-1 Low blow penalties cost Chavez underdog despite entering the fight the title, although Randall had to be given a great deal of the credit outs were the feature. outs, was the feature match of a for the shocking upset. championship tripleheader before an estimated crowd of 12,500 at the well with counters and kept him off MGM Grand Hotel balance. Chavez
Felix Trinidad defended the In-

ternational Boxing Federation wel-Barber Wins in Cardiff

the fight ended.

The fight ended:

Judge Chuck Giampa of Las Ve

Judge Chuck Giampa of Las Ve

Simon Brown defended the Wales with a left hook that led to a minth-round knockout Saturday, against Drake Wales with a left hook that led to a minth-round knockout Saturday, against Drake Wales with a left hook that led to a minth-round knockout Saturday, allowing him to retain his World a majority decision over Australian allowing him to retain his World a majority decision over Australian allowing him to retain his World an amjority decision over Australian allowing him to retain his World an amjority decision over Australian allowing him to retain his World an amjority decision to pull out was not announced until 35 min-nics before the fight was to begin.

He out-jabbed Chavez, scored

balance. Chavez is now 89-1-1 with

lenger down again. When Piper got up, the referce, Ismael Quinones-Falu, stopped the fight Piper, who lost a WBC super middleweight challenge to Nigel Benn of Britain 13 months ago,

tions in the early rounds and looked in control before the American delivered the big punches.

Piper got up at the count of eight, but Barber powered forward and used a right hand to put the chal-

built up a lead with fast combina-

 In Grand Forks, North Dakota, Virgil Hill was forced to pull out of his WBA light heavyweight title and loik ple or J

Culture: America's Powerhouse Export

By John Rockwell
New York Times Service

PARIS — Spielbergian dinosaurs devouring entire national film industries at a single gulp! Silver-haired villains and sloe-eyed ingenues setting new soap-opera standards for political incorrectness as half the world watches: Teenagers from Bangkok to Beirut waring Chica-go Bulls caps backward and lamenting Michael Jordan's retirement! Smoke bombs and lasers and thrusting pelvises and outraged clerics and intellectuals from Paris to Tehran

to Beijing denouncing Michael Jackson and Madonnal As the millennium approaches — "Angels in America" is also big worldwide, but rather higher of brow — American popular culture has never been more dominant internationally, nor more controversial. U. S. cultural exports swell at t some Americans with pride and help reduce the trade deficit. This is America's second-biggest export after air-

But just as some Americans have doubts about this pop culture - its propensity to celebrate violence, sexual stereotyping and sheer lowest-common-denominator crassness—those doubts multiply abroad, especially when the imports are seen as a threat to local cultural identity.

A survey of American pop-cultural influence by New York Times correspondents around the world reveals many things, from the quirky to the amusing to the troubling. But the results also ruise larger questions: Is America's dominance due to intrinsic strengths of its culture — its sheer flair and energy, its incarnation of democracy itself as marketable entertainment, its forging of a new international language? Or, as foreign critics lament, is it merely a function of America's military and economic domination? Or capitalism run amok, a "pure monopoly in the worst sense," as Jacques Toubon, the French minister of culture. put it in the recent debate over world trade barriers? Statistically, America's impact is overwhelming. Of the world's 100 most-attended films last year, 88 were Ameri-

can, Variety reports. The highest-ranked competitor, France's "Les Visitents," was No. 27. That's not even counting pop music, television, novels and the more nebulous, allpervasive imagery of American street fashion.

But such dominance can breed insensitivity to other cultures' fears that their traditional values may be lost. Indeed, the insistence at the trade talks by Jack Valenti, president of the Motion Picture Association of America. and by Mickey Kantor, the American trade representative and Hollywood lawyer, that such fears were simply a smokescreen for protectionism may have pushed the rest of Europe into siding with the French to erect still more

barriers to American films and music.

Elite culture has nearly always been protected, even in the
United States, and to eliminate that would be to fulfill Tocqueville's worst fears that a culture's excellence can be

leveled by the common taste. Few could deny that some of America's success is due simply to aggressive marketing. The popularity of a seven-year-old minor soaper like "The Bold and the Beautiful" in countries like Lebanon. Egypt and India is a case in point. For Americans alread, a troubling aspect of its popular culture is that so much of it, especially in East European and Third World countries, is inferior. Instead of its best films and television — best here meaning "Roseanne," not PBS
— foreigners get second-tier shows like "The Bold and the
Beautiful" and "Baywatch" marketed on the cheap. For executives in search of a deal, and audiences eager for any glimpse of American opulence, it may not matter much. But



in the not-too-much-longer run, it tarnishes America's na-

Rampant piracy - the illegal copying of films, television programs and albums - contributes to this debasement of America's best popular culture. Companies lose royalties and foreign buyers may get grainier images or muddler sound. But whether Clint Eastwood and Janet Jackson get their cut, their Americanizing influence still spreads from baraars in Nairobi to stalls in Ghangzhou.

In decades past, America's chief cultural exports were debonair crooners and stalwart upholders of truth, justice and the American way. Today, a different America exports products that reflect a chilling propensity for cartoon-like,

bone-crunching, eyeball-popping violence.

In the United States, pundits fret about children aping Beavis and Butt-head and about violence on the screen provoking violence in the streets. Abroad, those are worries too. But for Americans, another worry should be that foreigners may take its films and its rap literally, as an unexaggerated report on its state of affairs. In Brazil, the

police justify atrocities by saying they've seen American judges lead mobs of nightriders on "Dark Justice."

American intellectuals complain that U. S. high culture is ignored in the face of this onslaught of action-heroics and indecent proposals. In fact, American high culture enjoys a pretty heady reputation abroad. In Paris, for instance, it is hard to avoid American painters, architects, authors, danc-

ers, composers and theater directors traipsing through town. But popular culture remains America's signal cultural contribution to the world, its dominance today is not all bad — commercially, morally or imagistically. The picture of multicultural acceptance American films and television purvey, for instance, may be more liberal wish-fulfillment than reality, but it still serves well a world riven by ethnic

Then again, maybe "Hollywood" is itself no longer all that American, and its success abroad may be a testimony to its cosmopolitanism. When America's supposedly na-tional film industry boosts an Austrian named Schwarzenegger as its biggest star, a Belgian named Van Damme close behind in action films and a Chinese, Bruce Lee, as an honorable ancestor, when the French and the Japanese own studios or invest heavily in "American" films, when Hollywood gets half its profits from outside the United States, then just how parochially American is its entertainment industry, anyway?

It may be that the world is being inexorably transformed from old to new, from narrow to broad, from kayak to jet. Maybe Western suits worn by Saudi or African husiness-men, maybe even the English language itself, are not so much emblems of American superiority as the simple accep-tance by a developing world of a single international stan-dard of discourse. On that model, periodic emptions of religious and nationalist resentment are mere spray on the sweeping wave of history. On that same model, "Hullywood" and America itself may be more metaphors than velocizations. They may represent not the monopolistic invasion by one country of all the others but the focal point of an international mass culture forming before our eyes.

No wonder French intellectuals are afraid. What they see is not some alien marauder but the inevitable consequ of their own revolution, the ones Tocqueville himself found so alluring and terrifying: liberty, equality and, even, may-

LANGUAGE

A Rare Ripple of Automaticity

Most memorably leaden question was posed by Michael Kramer of Time magazine, following in the former columnist Strobe Talbott's ever-ascending footsteps, about the policy-wonk President's propose "Partnership for Peace." Kramer introduced his ques-tion with "Mr. President, on the security front. You know the Central European objection — the flaw of the partnership — is the lack of automaticity at the end."

Automaticity rippled through the group like butter through a hot knife. The national security adviser—cunning, devious Tony Lake (who has asked that we use those adjectives before his name)—snapped back into focus as we looked at one another with a wild surmise: Was this word the long-awaited replacement for neo-containment, or what? What kind of -icty is

I could hardly wait to get back to the Oxford English Dictionary in my office. There was one 1870s citation, from a book on brain functions, about man (which was what humankind was once called) "in whom volition is predominant and automaticity plays

only a subordinate part in motor activities." For recent usage, I ran a Dialog computer search. There, in a 1975 Knitting Times, was a story needling an exhibition of machines with "greater pattern potential, higher knitting speeds, more automaticity and better production efficiency." In 1993, the medical journal Chest argued, "Sarcoid granulomas in the ventricular myocardium can readily become foci for abnormal automaticity." (What do they mean hy

With a century-old history, and current usage in disparate publications, automaticity's legitimacy cannot be challenged. Still, it has the ring of rarity: specificity was the same way at first, but in the most recent hundred years we came to use that noun, derived from the adjective specific, whenever we want to use the nominative to nail something down. The noun form of mathenic also remains popular, a com-mercial for Classico pasta sances says, Taste the difference authenticity makes."

Other examples of adjective-to-noun transitions in

writes. "One does not hear positivity." Ed Turner of CNN writes. "One does not hear positivity."

For "the quality of being negative," I would use something like nay raying, but that's because I'm a nattering nabob of negativism; on a TV commercial for the Darbit Science heart the house the second fur the Psychic Friends Network, a phone-in service to summon spirits from the vasty deep, a network psy-chie named Chris says she talks to callers to "show them that they can create positivity in their life (sic)."

And the -iry form of changing modifiers to things saved Albert Einstein from a theory of relativism.

WASHINGTON — Nouns, irritated at being nounifier or nominalizer? Smooth and slick turned to nounifier or nominalizer?

At the White House, the Kopfverdrehers (a German favor the entry into NATO of nations that follow word for "mind benders," a variant of spinneisters) agreed-upon procedures of defense alignment and called in the usual suspects before President Clinton's democratic government? The metaphor of machinery recent trip to Europe and Russia. Over lunch in what — in which automatic is synonymous with involuntary is now called the Family Dining Room, the bigfeet of — jams the gears of diplomacy, and unfamiliar automatic Dining Room. is now called the Family Dining Room, the bigfeet of __jams the gears of diplomacy, and unfamiliar automatic places about global conceptual frameworks.

Most memorably leaden question was posed by

"We were trying to think of what our bumper sticker would be," said the president at the huncheon, seeking to change the administration line from "less shock, more therapy," a formulation of a Strobe Tal-

bott aide that had not played well.

"I think our slogan would be there needs to be more reform and more social service support," Clinton said, more attempts to build a safety net to deal with the consequences of reform, but not an attempt to slow

down the reform effort."

Some slogan. The longer he rolled on, the more eyes rolled heavenward, until he realized the bind he had gotten himself into. He interrupted himself to say, vo, no: 'more reform, more support.' I should have

"No, no: 'more reform, more support. I should have said when the humper sticker stops."

Slogan is from the Scottish Gaelie sluagh, "army," and gairm, "cry," which combined to form the word denoting the battle cry of the Scottish Highland clans. A battle cry, or slogan, should be short enough to fit on a bumper sticker. The president recovered with "That would be the newest rap on me: 'Clinton endeater appearance tricker.'" dorses wraparound bumper stickers."

"This was a wake-up call," Vice President Al Gore said of the mexpectedly strong showing of the ultranationalist Vladimir Zhirinovsky in the Russian

The metaphor went ting-a-ling on the night tables of cliche users around the world. Warning was passe; alert fell a-snoozing; even SOS, so exciting to the Titanic generation, was scomed. You couldn't write a Zhirinovsky piece without the words fascist, irreden-

tist, revanchist and wake-up call.

The earliest citation of this noun phrase in the OED Supplement is a 1976 use in a Paul Henissart novel, "Winter Quarry": "He . . . left a wake-up call for eight A. M."

Lexicographic Irregulars, Hotel Guest Division, should be able to do better than that. Send pre-1976 print citations to Safire's Wake-Up Call, NYT Washington Bureau, 1627 Eye Street NW, Washington, D.C. 20006. I'll be downstairs in the Snooze Bar.

New York Times Service

INTERNATIONAL CLASSIFIED Appears on Page 4

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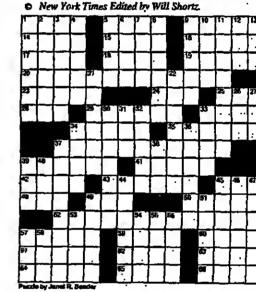
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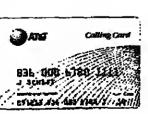
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